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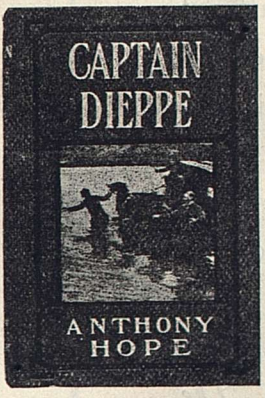

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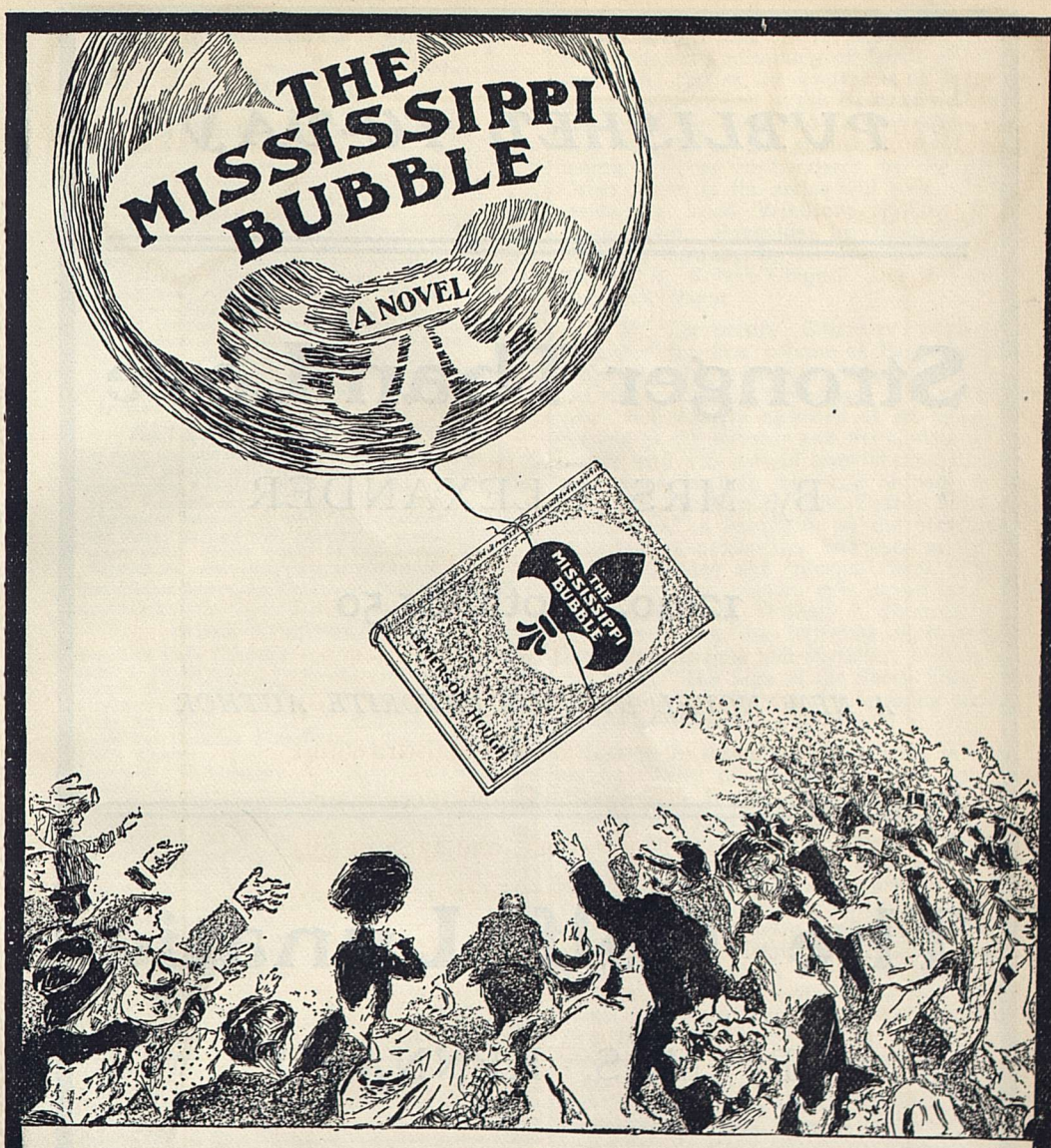

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PUBLICATION OFFICE, 298 BROADWAY, P. O. Box 943, N.Y.

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NOTES IN SEASON.

BRENTANO'S publish this week a new novel by Mrs. Alexander, entitled "Stronger Than Love;" also, "The Golf Lunatic," a fresh and lively novel, by Mrs. Kennard.

BURROWS BROTHERS COMPANY will publish early in July a reprint of Daniel Denton's "Brief Description of New York," under the title of "New York of Long Ago, 1670-1902." The volume will have numerous notes and a bibliographic introduction by Felix Neumann of the Library of Congress. The edition will be limited to 250 copies on handmade paper and ten copies on Japan paper.

CHARLES SCRIBNER'S SONS have made arrangements to bring out a series of monographs popularizing art, to be published under the general title of *The Makers of British Art*, under the editorship of James A. Manson. The aim of the writers is to keep the human interest well to the front, as well as to appreciate the men and their works. The first volume, to be published early next month, will be on Landseer, by the editor. Other books in the series will treat of Constable, by Lord Windsor; Millais, by J. Eadie Reid; Reynolds, by Elsa d'Esterre Keeling; Romney, by Sir Herbert Maxwell; Turner, by Robert Chignell, and Wilkie, by Professor Bayne.

J. B. LIPPINCOTT COMPANY have just published the first volume of Bartholomew's Physical Atlas, edited by Alexander Buchan, the subject being meteorology. The complete work will contain upwards of 400 maps referring to the weather and the climate of the world, and will contain contributions by eminent scientific men here and abroad. They have also just ready "The Textile Fibres of Commerce," a handbook on the occurrence, distribution, preparation and uses of the animal, vegetable and mineral fibres used in cotton, woolen, paper, silk, brush and hat manufactures, by William I. Hannan, illustrated with 194 fine half-tone reproductions from photographs and sketches; also, in paper form, "The Sign of the Seven Sins," one of the most exciting and interesting popular novels of William Le Queux.

HARPER & BROTHERS will publish in a few weeks "Tales of Destiny," a new book by Elizabeth G. Jordan, editor of *Harper's Bazaar*. Miss Jordan is often referred to as a typical specimen of the modern bachelor woman, strong, self reliant, attractive in personality, well supplied with woman's wit and uncommonly rich in the energy and executive ability that were long ranked among prerogatives exclusively masculine. Miss Jordan came out of the West some years ago and made a reputation as one of the ablest newspaper women in the country. Her first book, "Tales of a City Room," was written while she was employed on a New York daily paper. With "Tales of a Cloister," published last year, she proved that she had made great strides forward in literary technique and deserved serious consideration.

DOUBLEDAY, PAGE & CO. are making up a baker's dozen of their popular $1.50 copyrighted novels expressly for quick summer sale to sell at $37.50 the hundred copies. In every way the bookmaking will be equal to the regular style. The list includes "The Heart's Highway," by Mary E. Wilkins; "A Man's Woman," by Frank Norris; "Arms and the Woman," by Harold MacGrath; "The Lion's Brood," by Duffield Osborne; "Joscelyn Cheshire," by Sarah Braumont Kennedy; "Masters of Men," by Morgan Robertson; "Dracula," by Bram Stoker; "Capt. Dieppe," by Anthony Hope; "On the Wing of Occasions," by Joel Chandler Harris; "The Isle of the Winds," by S. R. Crockett; "The Lady of Castell March," by Owen Rhoscomyl; "The Black Tortoise," by Frederic Viller; "The Autocrats," by Charles K. Lush.

WEEKLY RECORD OF NEW PUBLICATIONS.*

The abbreviations are usually self-explanatory. c. after the date indicates that the book is copyrighted; if the copyright date differs from the imprint date, the year of copyright is added. Books of foreign origin of which the edition (annotated, illustrated, etc.) is entered as copyright, are marked c. ed.; translations, c. tr.; n. p., in place of price, indicates that the publisher makes no price, either net or retail, and quotes prices to the trade only upon application.

A colon after initial designates the most usual given name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederic; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.

Sizes are designated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Fe. 48mo: 10 cm.). Sq., obl., nar., designate square, oblong, narrow books of these heights.

*Albee, Ernest. A history of English utilitarianism. N. Y., Macmillan, 1902. 16+427 p. 8°, cl., net, $2.75.

*Anderson, *Sir* Rob. Daniel in the critics' den: a reply to Professor Driver of Oxford and the Dean of Canterbury. N. Y. and Chic., Revell, 1902. 186 p. 12°, cl., net, $1.25.

*Anstruther, G. Elliot. William Hogarth. N. Y., Macmillan, 1902. 8+71 p. il. 16°, (Bell's miniature ser. of painters.) leath., $1.

*Banks, C: Eugene, *and* Armstrong, Leroy. Theodore Roosevelt, twenty-sixth President of the United States: a typical American; introductory chapters by Gen. Joseph Wheeler and Opie Read. Chic., E. R. Du Mont, [1902.] c. 433 p. por. 12°, cl., $1.50; hf. rus., $2.25.

Barnes, Edwin N. C. The reconciliation of Randall Claymore: [a novel.] Bost., Ja. H. Earle & Co., 1902. c. 252 p. por. D. cl., $1.

Beeman, Marion Nelson. The analysis of the English sentence; with supplement; rev. and enl. Chic., A. Flanagan Co., [1902.] c. 8+181 p. sq. D. (Progredior ser.) cl., 50 c.
Intended for the final year in the grammar studies.

*Bell, *Mrs.* Nancy R. E. Meugens, [*Mrs.* Arthur Bell; "N. D'Anvers," *pseud.*] Thomas Gainsborough, R.A. N. Y., Macmillan, 1902. 7+70 p. il. 16°, (Bell's miniature ser. of painters.) leath., $1.

Bender, Wilbur H. The teacher at work: a manual of suggestions and directions for public school instruction. Chic., A. Flanagan Co., [1902.] c. 13+264 p. D. cl., 75 c.

*Bible. Temple ed. In 24 v. vs. 5-12. Phil., Lippincott, 1902. il. sq. T. cl., ea., net, 40 c.; flex. leath., ea., net, 60 c.
Contents: vs. 5-12.—v. 5, Ezra, Nehemiah, and Esther, ed. by the Rev. J. Wilson Harper, D.D.; v. 6, The Johannine books, ed. by the Rev. Canon Benham, D.D.; v. 7, Isaiah, ed. by the Rev. A. B. Davidson, D.D., LL.D.; v. 8, Hebrews and the General Epistles, ed. by the Rev. J. Herkless, D.D.; v. 9, Deuteronomy, ed. by the Rev. G. Wilkins, M.A., B.D.; v. 10, Samuel I., II., ed. by James Sime, M.A., F.R.S.E.; v. 11, The earlier Pauline Epistles, ed. by the Rev. Vernon Bartlett, M.A.; v. 12, Numbers, ed. by the Rev. G. Buchanan Gray, M.A.

Bicknell, P. C. Guide book of the Grand Canyon of Arizona, with the only correct maps in print. Kansas City, Mo., Fred Harvey, [1902.] c. 3+97 p. sq. S. leath., 75 c.; pap., 50 c.

*Bjorling, Philip R. Pipes and tubes; their construction and joining, together with all necessary rules, formulæ and tables. N. Y., Macmillan, 1902. 244 p. il. 12°, cl., $1.

Bliss, W: Root. September days on Nantucket. Bost., Houghton, Mifflin & Co., 1902. [Je.] c. 6+145 p. D. cl., net, $1.
The supposed diary of two friends during a week on Nantucket reflects the beauties of autumn on the island and their personal enjoyment; after devoting Sunday to a voyage to the island; Monday was devoted to old wind mills and young women; Tuesday to old houses and ghosts; Wednesday to Siasconset and sea worshippers; Thursday to Surfside and Tom Never; Friday to Maddaquet and the men with a hoe; Saturday to Wauwinet and Sankaty light; the following Sunday to the town and the captains.

*Brinkley, Frank. Japan; its history, arts and literature. v. 5. Bost., J. B. Millet Co., [1902.] c. pl. (partly col.) 8°, (Oriental ser.) per v., $50.

Brown, C: Walter. John Paul Jones of naval fame: a character of the Revolution. Chic., M. A. Donohue & Co., 1902. c. 4-271 p. por. D. (American patriot ser.) cl., $1.

*Brown, Christian H:, *M.D., comp.* The optician's manual. v. 1 and 2, A treatise on the science and practice of optics. Phil., The Keystone, 1902. c. 2 v., il. por. diagr. 12°, cl., ea., $2.

*Budd, Jos. H: Budd on civil remedies under the code system, with forms applicable to civil actions. Los Angeles, Cal., C. W. Palm Co., 1902. c. 17+763 p. 8°, shp., $6.

*Burke, Edmund. Burke's thoughts on the cause of the present discontents; ed., with introd. and notes, by F. G. Selby. N. Y., Macmillan, 1902. 19+172 p. 12°, cl., net, 60 c.

*Cadigan, E. S. My ocean trip; il. with signals and flags printed in colors, and with blank pages for memoranda. N. Y., Brentano's, 1902. 12°, cl., $1.

*Caldwell, Otis W: A laboratory manual of botany; outlines and directions for laboratory and field work in botany in secondary schools. N. Y., Appleton, 1902. c. 9+107 p. 12°, (Twentieth century text-books.) cl., 60 c.; limp cl., 50 c.

*Calhoun, W: Patrick. The Caucasian and the negro in the United States. They must separate. If not, then extermination. A proposed solution: colonization. Columbia, S. C., R. L. Bryan Co., 1902. c. 171 p. por. D. pap., 75 c.

*Catherwood, *Mrs.* Mary Hartwell. Craque-

O-Doom. N. Y., American News Co., 1902. 12°, (People's lib., no. 30.) pap., 50 c.

***Catholic** Church. Litanei zum heiligsten Herzen Jesu. St. Louis, Mo., B. Herder, 1902. 4 p. 32°, pap., net, 3 c.

***Chalmers**, Ja. James Chalmers; his autobiography and letters. N. Y. and Chic., Revell, 1902. [Je.] 510 p. 8°, cl., net, 75 c.

***Chaucer**, Geoffrey. The nonnes preestes tale of the cok and hen; with introd. by W: Cushing Bamburgh. N. Y., Grafton Press, 1902. c. 64 p. il. por. 8°, Japan vellum, $6.50; hand painted, $16.50.

***Cid**, Rodrigo *or* Ruy Diaz de Bivar, *called the* Cid. Poem of the Cid; tr. by Archer M. Huntington. v. 1, 2. N. Y., Putnam, [1902.] c. '97, '02. il. map, Q. vellum, ea., $25. (100 copies.)

***Compton**, Berdmore. Sacrifice. N. Y., Dutton, 1902. 12°, cl., net, $1.

***Custis**, G: Washington Parke. Life of George Washington. Chic., M. A. Donohue & Co., 1902. 664 p. 12°, (Biographies of famous men.) cl., $1.

Dallin, *Mrs.* Colonna Murray. Sketches of great painters for young people; with many il. from the great masters. N. Y., Silver, Burdett & Co., [1902.] c. 12+293 p. il. D. cl., 90 c.

The author says the primary object is to interest young people in the lives and the works of some of the masters of painting, sketches of about twenty being given from Giotto to Turner. A secondary object is to aid them in making collections of photographs. Index. List of important works of the great painters.

***Du Bois**, E. F., *comp.* Harvard University songs; comp. by E. F. Du Bois, [class of] 1903; drawings by S. A. Welldon, 1904; C. M. Bill, 1900. N. Y., Oliver Ditson Co., 1902. c. 77 p. 12°, cl., $1.50.

***Edgerly**, Webster. The natural reader; designed to teach the arts of reading and the expression of thought through spoken words under the fundamental laws of expression; a new method. Wash., D. C., Ralston Pub. Co., 1902. c. 235 p. 12°, cl., $1.50.

***Färber**, Wilhelm. Commentar zum Katechismus für die Katholischen Pfarrschulen der Vereinigten Staaten. Bearbeitet vom Verfasser des Katechismus. St. Louis, Mo., B. Herder, 1902. 378+105 p. 12°, cl., net, $1.50.

***Findlay**, J. J. Principles of class teaching. N. Y., Macmillan, 1902. 36+442 p. 12°, (Macmillan's manual for teachers.) cl., net, $1.25.

Fox, Frances Marg. The little giant's neighbors; il. by Frank E. Dodge. Bost., L. C. Page & Co., 1903, [1902.] [Je.] c. '02. 6-132 p. il. D. (Cosy corner ser.) cl., 50 c.

A nature story of a little boy whose neighbors were the creatures of the field and garden.

***Fremeaux**, Paul. With Napoleon at St. Helena; from the memoirs of Dr. John Stokoe; tr. by Edith S. Stokoe. N. Y., J: Lane, 1902. facsimiles, 12°, cl., net, $1.50.

***Fustel de Coulanges**, Numa Denis. The ancient city: a study on the religion, laws, and institutions of Greece and Rome; from the latest French edition by Willard Small. 10th ed. Bost., Lee & Shepard, 1901. c. 529 p. 12°, cl., $2.

***Gautier**, Théophile. Works. Limited ed. 24 v. v. 13-16; tr. and ed. by F. C. de Sumichrast. N. Y., G. D. Sproul, 1902. c. 4 v., 8°, cl., per v., $3.50; hf. mor., $6.

***Gibbs**, Josiah Willard. Elementary principles in statistical mechanics, developed with especial reference to the rational foundation of thermodynamics. N. Y., Scribner, 1902. c. 18+207 p. 8°, (Yale bicentennial pubs.) cl., $4.

Gilbert, Grove Karl, *and* Brigham, Albert Perry. An introduction to physical geography. N. Y., Appleton, 1902. [Je.] c. 16+380 p. il. D. (Twentieth century textbooks.) cl., net, $1.25.

"The authors have striven to adapt this book to the earlier stages of the high school course. To this end the statements are simple, technical terms are sparingly used, and when employed they are promptly defined. Thus approached, physical geography may well serve to introduce young students to the spirit and method of science. The aim of this volume as set forth will explain the omission of a few of the more difficult conceptions of land physiography which appear in some school texts."—*Preface.*

***Gildersleve**, B. L. Studies in honor of Basil L. Gildersleeve. Baltimore, Johns Hopkins Press, 1902. c. 517 p. por. 8°, cl., $6.

***Goethe**, Johann Wolfgang von. Truth and fiction relating to my life; tr. by John Oxenford; ed. by Nathan Haskell Dole. Edition de luxe. v. 1. Bost., F. A. Niccolls & Co., [1902.] c. por. pl. 12°, (apply to pubs. for price.)

Goodwin, J. Jos. The "sinker" stories of wit and humor. N. Y., J. S. Ogilvie Pub. Co., 1902. c. 250 p. D. cl., $1.

Humorous sketches which were first published in the *New York Sun.*

***Gradle**, H:, *M.D.* Diseases of the nose, pharynx and ear. Phil., W. B. Saunders & Co., 1902. 547 p. il. 8°, cl., net, $3.50.

***Gray**, L: H. Indo-Iranian phonology; with special reference to the middle and new Indo-Iranian languages. N. Y., Macmillan, 1902. 17+264 p. 8°, (Columbia Univ. and Indo-Iranian ser., v. 2.) cl., net, $3.

***Hamilton**, Ja. H; Savings and savings institutions. N. Y., Macmillan, 1902. [Jeii.] c. 436 p. 12°, cl., net, $2.25.

Harben, Will N. Abner Daniel: a novel. N. Y., Harper, 1902. [Je.] c. 3+312 p. D. cl., $1.50.

A novel which has been characterized as the "David Harum" of the South, on account of the humor and philosophy which "Uncle Abner" expresses on all occasions, both public and private. The story has romantic issues also, in which Alan Bishop and Dolly Barclay figure to advantage.

***Hargis**, Andrew M. A treatise on commercial law and business customs; designed as a text-book for use in schools and colleges and as a reference book for general use. [Lincoln, Neb., Jacob North & Co., 1901. c.] 556 p. il. 12°, pap., 10 c.

***Harmer**, Sidney F:, *and* Shipley, Arthur Everett, *eds.* Cambridge natural history. v. 10, Mammalia, by Frank Evers Beddard. N. Y., Macmillan, 1902. 12+605 p. il. 8°, cl., net, $4.

Hart, Rob. M. Hart's card language: a method of communicating thought by means of ordinary playing cards. [*Also*] Hart's play card cypher. 4th rev. ed. Honesdale, Pa., R. M. Hart Co., 1902. c. 8 p. nar. O. pap., 20 c.

***Helps**, *Sir* Arthur. The Spanish conquest in America. New ed. In 4 v. v. 1 and 2. N. Y., J: Lane, 1902. c. 12°, cl., ea., $1.50.

Heyse, Paul Johann Ludwig. Heyse's L'arrabbiata; [tr.] by Warren Washburn Florer. Ann Arbor, Mich., G: Wahr, [1902.] c. 7+85 p. S. cl., 35 c.

Hitchcock, F: H. Book-builder's handbook of types, scales, bulks, equivalents, etc. [New issue.] N. Y., [Grafton Press,] [1902.] c. '99. 41 p. S. leath., net, 50 c.

***In** a Tuscan garden [Anon.]; il. in halftone. N. Y., J: Lane, 1902. 12°, cl., net, $1.50.

***Ingersoll**, Robert Green. Works. In 12 v. v. 9-12. Dresden ed. [New rev. enl. ed.] N. Y., Dresden Pub. Co., [C. P. Farrell,] 1902. c. 4 v., 8°, cl., per v., $2.50.

Ingerson, Carlos Ira. A normal method in double entry bookkeeping. Chic., Interstate Book Co., [1901.] c. 5+88 p. 12°, cl., 50 c.

Jordan, Eliz. G. Tales of destiny. N. Y., Harper, 1902. [Je.] c. 6+293 p. il. D. cl., $1.50.

Contents: The voice in the world of pain; An episode at Miss Kirkpatrick's; The wife of a hero; Victoria Delsaro missing; The one who intervened; Her friend; Miss Underhill's lesson; The story of a failure; In the case of Dora Risser; A collaboration.

***Jordans**, *Rev.* Jos. The danger of youth and a tried antidote; from the German. St. Louis, Mo., B. Herder, 1902. 88 p. 16°, cl., 15 c.

***Kaler**, Ja. Otis, ["James Otis," *pseud.*] Wan Lun and Dandy: the story of a Chinese boy and a dog; il. by J. Watson Davis. N. Y., A. L. Burt Co., 1902. c. 252 p. 12°, (St. Nicholas ser.) cl., 75 c.

***Kansas**. The Kansas statutes concerning domestic and foreign corporations for profit (other than railway, sewerage, and slack water navigation companies,) and mutual and fraternal insurance companies; with notes and instructions and forms; by G. C. Clemens. Topeka, Crane & Co., 1902. c. 278 p. O. pap, $1; hf. shp., $1.25.

***Kant**, Immanuel. Prolegomena to any future metaphysics; ed. in English, by Paul Carus; with an essay on Kant's philosophy and other supplementary material from the study of Kant. Chic., Open Court Pub. Co., 1902. 309 p. 12°, cl., net, 75 c.

***Ketler**, I: C., *D.D.* The tragedy of Paotingfu: an authentic story of the lives, services, and sacrifices of the Presbyterian, Congregational and China inland missionaries who suffered martyrdom at Paotingfu, China, June 30 and July 1, 1900. N. Y. and Chic., Revell, 1902. 400 p. il. 8°, cl., net, $2.

***Kidder**, Frank Eugene. Building construction and superintendence. Pt. 2. 4th ed. N. Y., W. T. Comstock, 1902. c. il. 8°, shp., $4.

***Kingsley**, C: Life and works of Charles Kingsley. Ed. de luxe. In 19 v. v. 9, Hypatia, or, new foes with an old face. In 2 v. v. 1. N. Y., Macmillan, 1902. 20+246 p. 8°, cl., net, $3.

***Kingsley**, C: Westward ho! N. Y., Macmillan, 1902. 2 v. 7+401; 6+418 p. 16°, (Temple classics.) cl., ea., 50 c.; flex. leath., ea., 75 c.

***Lawyers'** reports annot.; books 53 and 54; all current cases of general value and importance, with full annot.; Burdett A. Rich and H: P. Farnham, eds. Rochester, N. Y., Lawyers' Co-op. Pub. Co., 1902. c. O. shp., ea., $5.

***Leibnitz**, Gottfried Wilhelm. Discourses on metaphysics; Correspondence with Arnauld and monodology; with an introd. by Paul Janet; tr. from the originals by G: R. Montgomery. Chic., Open Court Pub. Co., 1902. 293 p. 12°, cl., net, 75 c.

Le Queux, W: The sign of the seven sins. Phil., Lippincott, 1902. c. 1900. 3-281 p. D. (Lippincott's select novels.) cl., $1; pap., 50 c.

See notice, "Weekly Record," P. W., Nov. 3, 1900, [1501.]

***Lewis**, Alonzo F. Fryeburg Webster centennial, celebrating the coming of Daniel Webster to Fryeburg, 100 years ago, to take the principalship of Fryeburg academy. Fryeburg, January 1, 1902. Fryeburg, Me., Alonzo F. Lewis, 1902. c. 83 p. por. il. 12°, pap., 50 c.

***Lucian**, [Lucianus *Samosatensis.*] Lucius, the ass; with notices by Paul Louis Courier and A. J. Pons; il. by M. Poirson. Phil., printed for subscribers only by G. Barrie & Son, [1902.] c. 36+322 p. il. (partly col.) 12°, (Antique gems from the Greek and Latin, v. 5.) (apply to pubs. for price.)

***Lyman**, A. J., *D.D.* Preaching in the new age: an art and an incarnation: a series of six lectures delivered in the Hartford Theological Seminary, upon the Carew foundation. N. Y. and Chic., Revell, 1902. 147 p. 12°, cl., net, 75 c.

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JUNE 28, 1902.

The editor does not hold himself responsible for the views expressed in contributed articles or communications. All matter, whether for the reading-matter columns or advertising pages, should reach this office not later than Wednesday noon, to insure insertion in the same week's issue.

"I hold every man a debtor to his profession, from the which, as men do of course seek to receive countenance and profit, so ought they of duty to endeavor themselves by way of amends to be a help and an ornament thereunto."—LORD BACON.

THE VALUE OF CO-OPERATION.

WE believe it was Horace Greeley who, during the discussion of the ways and means to resume specie payment, delivered himself of the homely axiom that "the way to resume is to—resume." And it seems to us that the scattering talk among booksellers about co-operation might be capped by the paraphrase that the way to co-operate is to—co-operate."

We hear first, on this side, a mysterious whisper that such and such a publishing house in the Publishers' Association is breaking prices "on the strict *q. t.*;" again, that another publishing house "foremost in the reform movement" delivered to a small concern a large order of a leading copyright novel that they might have known would be turned over to the big underseller—and that, as a matter of fact, was turned over to him—at a price set down in New York, equivalent to that at which it was delivered f. o. b. to wholesale dealers who were obliged to pay the freight. On the other side, it is frequently charged, in equally mysterious manner, that Association booksellers are breaking the rules by selling to libraries, and other large buyers, unprotected books at a discount large enough to bring the small discount on the protected books to the level of the discount allowed before the net rule was enforced; etc., etc.

The facts behind these mysterious rumors are little to the credit of those concerned, be they the transgressors or those aware of the facts who either remain silent or make their charges anonymously, thus compounding the offense.

No reform movement can hope to succeed unless it has the aggressive help of every individual interested in it. Most men, we wish to think, will do right of their own free will—because it is right. A few, unfortunately, while willing enough to do right, are physically and morally so weak that when temptation crosses their paths they are apt to wink at their pledges, and, if undetected in their first backsliding, soon throw discretion to the winds and became offenders openly. If the actions of such members concerned only themselves individually, little harm would be done. But as they form, or are supposed to form, a part of a system, the system can be no stronger than the weakest part of it. And there lurks the danger. As a leak in a reservoir may lead to a flood, a break in co-operation may bring confusion to reform. Hence it is the duty of every member of the book trade associations to report promptly to their secretaries any breach of the rules.

A bookseller cannot expect to have retail prices maintained in his locality unless he promptly reports the price cutters, be they publishers or retailers, members of the Association or not, to the Manager of the American Publishers' Association, 156 Fifth Avenue, New York, and to the Secretary of the American Booksellers' Association, 30 East Twenty-first Street, New York City. To a large extent these associations are dependent upon the retail trade for information as to how retail prices are being maintained, as well as for information of the agents of the undersellers who are scheming to obtain supplies of books by the most underhand methods and in the most out-of-the-way places. If retail prices are not being maintained by dealers whose supplies have not been cut off, it is not the fault of the Publishers' Association nor is it the fault of the management of the Booksellers' Association; it is wholly the fault of the bookseller who may have knowledge of the facts, because he has not promptly reported the first break in net prices. The managements of both associations, within their limitations, have accomplished an enormous amount of work. We need hardly point out how potential these efforts might be if multiplied by those of every member in both associations as at present organized.

After a dealer has reported a local price cutter, he should continue to report until the underseller's supplies are cut off, or he restores prices. In reporting a price cutter, the full firm name should be given, together with the nature of the offense, the title of the books on which prices have been cut, and the prices at which they are offered or sold. Let all anonymity cease. By all means turn the light on the offenders—that is the one thing they can't stand.

AMERICAN BOOKSELLERS ENTER

[Printed by the courte

1. Hamblen Sears.
2. Samuel L. Clemens.
3. Colonel George Harvey.
4. Pres. C. E. Wolcott.
5. E. W. Townsend.
6. Hamlin Garland.
7. Clarence W. Sanders.
8. John Kendrick Bangs.
9. W. D. Howells.
10. W. H. Young.
11. Charles W. Burrows.
12. William Rickey.
13. F. E. Grant.
14. Alexander Wasserman.
15. Major F. T. Leigh.
16. John H. Dingman.
17. W. L. Butler.
18. Edward S. Adams.
19. A. C. Walker.
20. H. S. Conklin.
21. William M. Davis.
22. R. C. Penfield.
23. F. A. Winship.
24. J. H. Osborn.
25. Robert W. Chambers.
26. H. E. Rood.
27. Louis E. Turk.
28. Paul Meyer.
29. Edward Madison.
30. T
31. C
32. V
34. I
35. V
36. V
37. T
38. I
39. C

TAINED BY HARPER & BROTHERS

sy of *Harper's Weekly*.]

homas A. Janvier.
E. Clayton.
. E. Price.
O. Chapman.
. H. Moore.
. P. Beers.
heodore E. Schulte.
larry Davis.
olonel J. H. Ammon.
40. L. B. De Veau.
41. H. E. Bowen.
42. Albert Brandt.
43. Henry Hoyns.
44. J. W. Nichols.
45. S. McL. Loweree.
46. C. L. Traver.
47. H. M. Beach.
48. S. F. Harriman.
49. E. R. F. Blogg.
50. C. S. Pratt.
51. H. C. Barnhart.
52. James Rodgers.
53. W. A. Rogers.
54. J. B. Latour.
55. H. H. Jackson.
56. H. W. Oliver.
57. F. P. Elliott.
58. A. Growoll.
59. F. A. Nast.
60. Harry Gregory.
62. A. D. Chandler.
63. A. E. Foote.
64. Roland Phillips.
65. George V. Price.
66. G. A. Boyd.
67. Eugene L. Herr.
68. James MacArthur.
69. Ernest Ingersoll.

THE AMERICAN BOOKSELLERS' ASSOCIATION SECOND ANNUAL CONVENTION.

FIRST DAY'S SESSION.

THE second annual convention of the American Booksellers' Association, held at the Herald Square Hotel, Thirty-fourth street, near Broadway, New York, was called to order on June 16 by the President, Clarence E. Wolcott, who made the following address:

PRESIDENT'S OPENING SPEECH.

It is to me a pleasure to greet you at the end of a year of splendid success in our effort to control the retail prices of books. The success achieved has not been far-reaching for the reason that the net-price system has not been extended to a wide range of books. It did not seem practicable at first to extend it to books or to editions of books already published. The books of a more serious character issued during the past year by members of the American Publishers' Association have been controlled with a degree of success most gratifying to all concerned.

The success we have had in controlling the price of these books has encouraged the publishers to extend protection to new copyrighted fiction issued this year. This was a second long step in the right direction.

The rule, recently adopted, requiring the addition of postage to the minimum price of protected fiction was a third step, and it will bring much-needed benefit to our members in cities and towns remote from publishing centres.

It was a source of great disappointment that the maximum discount permissible on newly copyrighted fiction was not limited to 20 per cent., but we are encouraged to believe that this will be done in the early future.

When this fourth step is accomplished, and when practically all publishers are united in the American Publishers' Association and all book dealers united in the American Booksellers' Association, it will be an easy matter to include practically all books under the net-price system.

To the accomplishment of this end it is of special importance to extend the period of protection to two or three years, and we should lose no time in impressing this much-needed measure upon the members of the American Publishers' Association.

When we consider the large number of publishers engaged in the business, all rivalling each other's interests, and when we consider that the booksellers are scattered over an area of more than six million square miles, it was perhaps enough to accomplish the first year to have brought them into harmonious co-operation. If we had done no more the first year than to check the downward tendency in prices, in which all possible profit to the retail dealer was being wiped out, it would still have been sufficient to repay us for all the time and money and thoughtful effort that have been expended on this movement. But, thanks to the power of co-operation by men thoroughly in earnest, much progress has been made and the way has been made straight for the rapid accomplishment of all that is needed.

SECRETARY'S REPORT.

We have not materially increased our membership during the past year, but we have taken on a number of new members. Some booksellers have discontinued business and others have met with misfortune and in this way have withdrawn from the Association. Our number is about 750 members, of which 533 have paid their annual dues. You will recall that we increased the amount of annual dues from $2 to $5, and it was then thought it would be difficult to meet this increase, but for the most part members have met it cheerfully, and I believe that by the time we publish the names in the new edition of the Constitution we shall have as large a membership as we had when we reported a year ago, although the expense of membership has been increased.

TREASURER'S REPORT.

I have the honor to report on the accounts of the Association on June 1 of this year as follows:

Cash on hand as certified to by the Auditing Committee, July, 1901...	$136.60	
Dues received during 1901 after July 24	14.00	
Dues received during 1902 to June 1	1,985.00	
Received from sale of unused check stamps	.68	
		$2,136.28
Paid to Secretary as authorized by the Executive Committee, balance of $1,557.56 due July 24	$775.56	
On indebtedness incurred and authorized since July 24 up to April 12, 1902, on account..	991.21	
	$1,766.77	
Balance in bank.....	369.51	
		$2,136.28

I have in hand authorization from the Executive Committee to pay $668.95 to the Secretary, to discharge which there is $369.51 in the bank, the deficit to date of the last meeting of the Executive Committee thus being $299.44. The expenses during 1901, including those incurred for organization, were $2,699.39, while our income in that period was $1,506.10, a deficit for the year of $1,193.29. This year, so far, the income has been $1,985 from dues, while the expenses have been very much reduced, those reported to the Treasurer through the Executive Committee having been $518.27 to April 12. It is clear that, unless heavy unforeseen expenditure is incurred, the income of the Association will more than meet expenditures at the present rate and will very shortly retire our indebtedness to the Secretary. It is not yet, however, sufficient to offer a secretary proper emolument for his difficult and delicate task. It is with great regret, Mr. President, that I have to submit this report without being able to do so in person and without being able to bring the account down to the day of convention.

An urgent call compels me to be elsewhere at this time and I must ask your indulgence and that of the convention to this. I have the honor to remain, yours sincerely,

J. WILSON HART, *Treasurer.*

The following committees were appointed by the President:

Committee on Nominations—Horace H.

Jackson, H. W. DeLong, William Rickey, E. W. Oliver and E. T. Hanford.

Committee on Resolutions—F. E. Grant, W. M. Palmer, E. R. F. Blogg, C. W. Burrows and C. S. G. Pratt.

Auditing Committee—W. L. Butler, Paul Meyer and C. A. Burkhardt.

HORACE H. JACKSON—The President has here in his report a recommendation to extend the period of protection to two or three years, and we should lose no time in impressing this much-needed measure on the American Publishers' Association. In order to bring this before the body for action, so that no time may be lost, I move that a committee of five, to be appointed by the Chair, be given this subject for consideration, to report to this body not later than 11 o'clock to-morrow morning.

The motion was referred to the Committee on Resolutions for action.

The Secretary read the following letter from Harper & Brothers:

NEW YORK, June 13, 1902.

To the American Booksellers' Association.

Dear Sirs:—It will give us great pleasure to have the gentlemen attending the second annual convention visit our offices on Monday, June 16th, at 4 o'clock. It may interest some of the members to see the actual manufacture of books, and in addition we hope that a visit to our establishment may result in a closer and more friendly acquaintance.

Yours very truly,

(Signed) HARPER & BROTHERS.

RECEPTION AT HARPER & BROTHERS'.

As already reported, representatives of the Association were conducted through the Harper establishment to view the processes employed in making a book, after which they were entertained in the offices of the firm. Before breaking up Mr. Wolcott called the gathering to order and, addressing Colonel Harvey, said: "In the name of the American Booksellers' Association I wish to thank you, Colonel Harvey, for the compliment paid to the Association and for the splendid entertainment so generously provided. I hope the kindly feeling expressed on this occasion may endure forever."

SAMUEL L. CLEMENS (Mark Twain)—Colonel Harvey is diffident, on account of his long association with authors, but his diffidence shall now be overcome. It is quite proper that you should hear from Mr. Harvey on this occasion. He would like to transfer this opportunity to speak to others—namely, to the two or three authors present here, if you can call Howells and Bangs authors—and so, while he would like to avoid this opportunity of exposing the thoughts and feelings that are hidden in him, it is not now possible, and I have the pleasure of introducing to you the head of this great publishing house, Colonel Harvey.

COLONEL HARVEY—One or two things need to be corrected—very nice things. I would prefer that they should go uncorrected, but strict regard for the truth requires, in the first place, that I should say this was not my idea at all. I never thought of it. I wish I had. I should have been proud of the fulfilment of such an idea. But, as a matter of fact, so far as I know, it was the idea of Major Leigh. If he is as honest as I am he will probably pass it on to somebody else until it reaches the office boy. But there was no intention, as I understood it, that there should be any speechmaking, and there certainly is not going to be any on my part.

You cannot help thinking a little bit, as you meet members of your own craft, of the changing methods and ways of doing things which are becoming so rapidly a part of the American life—of the necessity of making a quick turn, which is always so impressive to a foreigner who observes the capability of the American to do it.

As I was sitting here, listening to Mr. Clemens's remarks, I was recalling the application that an Irishman made—because I don't think that there is anywhere in the world a race that compares with the American race for fitness, celerity of mind and wit as the Irishman—of the good citizen who got into a lot of trouble because he had a servant who persisted in breaking things. This good citizen was probably a Mugwump—a man who wanted things to be better than they should be. His servant persisted in breaking his crockery and glassware and he didn't know how to overcome the trouble. He lacked fertility of resource, so he finally decided to confer with his neighbors on the subject. He had three neighbors who were friendly—one an Englishman, one a Scotchman, and the third an Irishman. He called them into consultation, stated his case to them and said: "Here is this man, who breaks everything in my house. What shall I do with him?" The Englishman said, "Dismiss him at once!" That seemed simple, also characteristic. The Scotchman said, "Is he a gude mon otherwise?" "Yes; he is very good." "Then," the Scotchman said, "deduct it from his wages." "But," said the victim, "he breaks more than his wages come to." "Bedad!" interrupted the Irishman, "then you must raise his wages."

I am not as familiar, possibly, as some of you, with the relative motives and hopes of the Publishers' Association and of the Booksellers' Association, although I have tried to keep in touch with both. As near as I can comprehend them, the relative attitude of the two is that of the man whose stuff was broken (the publishers) and the servant (the booksellers) whose wages, by the Irishman's advice, are to be raised.

One thing is certain—that for the past two years the publishers, under the leadership of Mr. Scribner, have made a distinct and very strenuous effort to see that there was and should be proper remuneration and proper protection for the work done by the great body of booksellers in this country. As to the progress of the effort on the part of the publishers, you know quite as much of that as I. But I can assure you that everything has been done that can be done, so far as I can see, and that the efforts that are now being made, and which have been made, are bound in time to bear very distinct fruits for all concerned, because, after all, this is a partnership. We are all engaged—author, publisher and booksellers. It is really a

H. S. Cole,
Mgr. Atlanta Branch Am. Bapt. Pub. Soc'y, Atlanta, Ga.

Geo. C. Smith,
Smith & Butterfield,
Evansville, Ind.

Alexander Griswold,
Pres. Jno. P. Morton & Company, Louisville, Ky.

J. O. Lowman,
Pres Lowman & Hanford,
Seattle, Wash.

Clarence E. Wolcott,
President American Booksellers' Association,
Syracuse, N. Y.

T. Pillot,
Houston, Texas.

William Ballantyne,
Wm. Ballantyne & Sons,
Washington, D. C.

Chas C. Harmon,
Pres. Loring, Short & Harmon, Portland, Me.

W. P. Goodman,
Manchester, N. H.

co-operative performance. And the only idea—which is the American idea to-day—that is bound to dominate the world, to the surprise and disgust of our foreign friends, is the actual co-operation and bringing together of the various people engaged in the same lines of work in different ways, but all tending to the same end—to get them more closely into contact one with the other. That is the American idea of commercial success. That is why it is very fine for the greatest authors in America and in the world to meet hand in hand and face to face and know the most active and energetic and successful booksellers in the world. All that tends to a good end. The publisher is half way between them. He gets kicked on both sides, and he gets so hardened after a while that he doesn't mind it, and goes cheerfully on—making all the money.

With this perfectly clear definition of what we hope will be our future relation, I think I may say that we here are extremely happy to have you come down and see us, and will be very happy to come at any time you want us to come and see you.

E. O. Chapman—Here in the background we have a man for whom we have cherished intense feelings—I will not say vindictive or otherwise—because of the amount of literature he has piled upon our counters and made it necessary for us to sell. I think that, now we have tracked the lion so closely to his lair, we should call upon him for his apology. I refer to Mr. William Dean Howells.

William Dean Howells—Standing up to be counted is the main purpose of rising on my feet just now. I am quite ready to offer any sort of apology for the amount of literature I have produced. [Chorus: We will excuse you.] Then, if you will excuse me, I will thank you with all my heart and sit down.

Samuel L. Clemens (Mark Twain)—I would always rather wait until the evidence is all in. A man is more or less restricted who comes forward and stands on his feet—a man who ordinarily goes empty, who has not ordinarily anything to say on any particular subject, because he is always thinking of some other subject disconnected with the common affairs of life. For such a man as that, it is always so much better and safer to hear what all the Harveys have to say, and the Howells have to say, and then take their conclusions, and correct their misrepresentations, and abolish their statistics—which are generally wrong. But I am brought here now, at this time, into the game with no chips to play. Mr. Harvey hardly committed himself at all; but I know that he has committed himself sufficiently to make it worth while to take what he has said to pieces, if I had the time to do it—to go and sit and reflect on it. . . . A man who gets on his feet to delude an audience like this, the moment he gets excited forgets the ways in which he has been trained all his life, and certain franknesses leak out in spite of the man; and one of his franknesses was plainly this, that while he offers you his hospitalities, while he brings you down here in automobiles—on credit—his real object was not to refresh you with sandwiches and champagne, but to impress on you, what he finally said in that candid misprint of his—that you were to do all the work and he get all the money.

Now, we authors move in a circle where we seldom come in contact with feelings like that. We move in a circle where all is honesty—all is purity! . . . What we desire, what we have always desired, what we have labored to bring about, aye, for more than thirty years was this—that the author shall receive his board and clothes, and the publisher the rest—and the Colonel will tell you that I have succeeded.

But now that I have your ear, now that I am brought into contact with the men who really do sell books, now that I have this great opportunity, I wish to say to you—I wish to urge you to look after me. Never mind Colonel Harvey; he can get along quite well himself. But whenever you sell a book—see that I get my share!

J. Kendrick Bangs—Whenever I have been brought into publicity it has always been unanimously done. I was defeated for Mayor of Yonkers unanimously. I have understood that we were to come down here this afternoon to act somewhat as *chaperons* for you gentlemen; to see that you got that particular kind of reading which maketh a full man; the kind that Colonel Harvey knows how to publish so successfully, as you will observe from this groaning table upon our right, and in which school he has also learned the principles of publishing which seem to make him a new factor in an old game. . . . It is pleasant for us, who commit the crime for which you gentlemen have to stand sponsor before the public, to meet you. We are glad to have you come and see us, and see that we are not quite the criminals we appear to be from the photographs which this house sends out, of its most popular authors. It is well known that Colonel Harvey is considered the most handsome publisher in the City of New York. It is not so well known that it was my photograph that was sent out instead of that of Colonel Harvey. . . . Now that you have seen us I hope that you will like us better, whatever you may do with the books we write.

Thomas A. Janvier—I just want to take up Colonel Harvey in one of his mistakes. Mr. Clemens said that if he could think a while he could correct him in several of his statements. I can do it without thinking. He said that the publishers made the profits that the authors did not get. I can't imagine where in the whole of America that could be said with less truth than here. This is a house with which I have had dealings for over twenty years, and I am very glad to have the chance of saying that if ever a publisher helped an author, and made an author feel that he had a friend upon whom he could absolutely rely, who was good to him in every possible way, it has been here in the house of Harper & Brothers.

Hamlin Garland, E. W. Townsend and others also addressed the gathering.

FRANK SIMMONS,
Springfield, Ill.

HARRY GREGORY,
Providence, R. I.

G. L. SANFORD,
Pres. Sanford-Putnam Co.,
Worcester, Mass.

CHARLES W. BURROWS,
First Vice-President A. B. A.,
Cleveland, Ohio.

H. LEE MASON,
J. R. Weldin & Co.,
Pittsburgh, Pa.

B. G. EICHELBERGER,
Baltimore, Md.

EDW. P. JUDD,
Edward P. Judd Co.,
New Haven, Conn.

SECOND DAY'S SESSION.

After the Convention was called to order on Tuesday morning the Nominating Committee presented its list of nominations as follows:

Clarence E. Wolcott, President, Syracuse, N. Y.
Chas. W. Burrows, First Vice-President, Cleveland, Ohio.
Edwin B. Curtiss, Second Vice-President, San Francisco, Cal.
Frederic F. Hansell, Third Vice-President, New Orleans, La.
J. W. Nichols, Secretary, New York.
J. Wilson Hart, Treasurer, New York.

EXECUTIVE COMMITTEE.

Charles W. Burrows, Cleveland, Ohio.
J. Wilson Hart, New York.
Clarence E. Wolcott, Syracuse, N. Y.
W. M. Palmer, Grand Rapids, Mich.
Clarence W. Sanders, St. Paul, Minn.
William T. Smith, Utica, N. Y.
Albert C. Walker, Rochester, N. Y.

ADVISORY BOARD.

Dewberry & Sons, Birmingham, Ala.
Payot, Upham & Co., San Francisco, Cal.
The Hamilton-Kendricks Sta. Co., Denver, Colo.
The Edward P. Judd Co., New Haven, Conn.
E. S. R. Butler & Son, Wilmington, Del.
Wm. Ballantyne & Sons, Washington, D. C.
W. E. Chenot, Tampa, Fla.
American Baptist Pub. Co., Atlanta, Ga.
J. A. Pinney & Co., Boise City, Idaho.
Frank Simmons, Springfield, Ill.
Smith & Butterfield, Evansville, Ind.
Baker-Trisler Co., Des Moines, Iowa.
Kellam Book & Sta. Co., Topeka, Kansas.
John P. Morton & Co., Louisville, Ky.
F. F. Hansell & Bro., (Ltd.), New Orleans, La.
Loring, Short & Harmon, Portland, Me.
B. G. Eichelberger, Baltimore, Md.
Damrell & Upham, Boston, Mass.
Sanford-Putnam Co., Worcester, Mass.
Macauley Bros., Detroit, Mich.
Nathaniel McCarthy, Minneapolis, Minn.
Clarke & Co., Vicksburg, Miss.
Philip Roeder, St. Louis, Mo.
Bryant & Douglas Book & Sta. Co., Kansas City, Mo.
John G. Evans, Butte City, Mont.
Megeath Stationery Co., Omaha Neb.
Wm. P. Goodman, Manchester, N. H.
E. Madison, Montclair, N. J.
Samuel E. Newcomer, Albuquerque, N. M.
E. P. Dutton & Co., New York.
Wolcott & West, Syracuse, N. Y.
Otto Ulbrich, Buffalo, N. Y.
H. Taylor Rogers, Asheville, N. C.
Robert Clarke Co., Cincinnati, Ohio.
F. B. Lillie & Co., Guthrie, Okla.
J. K. Gill Co., Portland, Ore.
Henry T. Coates & Co., Phila., Pa.
J. R. Weldin & Co., Pittsburgh, Pa.
Harry Gregory, Providence, R. I.
Clifford L. Legerton, Charleston, S. C.
J. J. McNamara, Rapid City, S. D.
Hunter & Welburn, Nashville, Tenn.
Hill Bros., Waco, Texas.
A. R. Derge & Co., Salt Lake City, Utah.
Hobart J. Shanley & Co., Burlington, Vt.
The Caldwell-Sites Co., Staunton, Va.
Lowman & Hanford Sta. & Ptg. Co., Seattle, Wash.
Frank Stanton, Wheeling, W. Va.
Des Forges & Co., Milwaukee, Wis.

The nominations were unanimously adopted and recommended for ratification by the whole Association.

The remainder of the session was taken up in discussing and adopting the following resolutions:

WHEREAS, The operation of the net-price system has been of much benefit to the retail booksellers in the larger part of the country, and

WHEREAS, The operation and extension of the net-price system has given hope of still greater and much needed aid to booksellers and publishers alike, and

WHEREAS, It is the opinion of the American Booksellers' Association in convention assembled, that an extension of the time limit during which the price of net books shall be protected, is urgently needed, and

WHEREAS, The one year limit now applied to net books allows the sacrifice of books of merit and strong selling qualities while the book is at the height of its sale.

Resolved, That we ask the American Publishers' Association to extend the time limit on all net books to five years, and we further ask the American Publishers' Association to appoint a committee whose province shall be to remove the time limit from a book at any time after one year from publication, when it has been demonstrated to said Committee that said book has failed to sell, notice not less than three months to be given booksellers before said book shall be removed from net list.

Be it further resolved: That we express to he American Publishers' Association our gratification over the progress that has been made in limiting the discount on new copyrighted fiction, and that we strenuously urge the American Publishers' Association to reduce the maximum discount allowed by retail dealers upon fiction to twenty (20 %) per cent. of the long list price, and furthermore to include all new copyrighted fiction under the net price system, as soon as possible, and to issue all net books at such prices as will enable them to allow a general trade discount of 30 %.

Be it further resolved: That we also express to the Publishers' Association our gratification over the recent amendment of Article VII. of the publishers' agreement, by which they require that *when a work of fiction published under the rules is sent postpaid, the price to the purchaser shall be not less than the minimum price plus the postage;* and that we further petition the Publishers' Association to require all dealers to add the postage to the net price of all protected net books when mailed to a retail customer outside of the city in which the dealer is doing business; and

Be it further resolved: That we petition the American Publishers' Association to amend their rules, so as to include imported books and all other non-copyrighted books under the net-price system, to the end that all publications hereafter issued by members of the American Publishers' Association may be fully protected.

WHEREAS, all publishers of the trade books still remaining outside of the American Publishers' Association have been repeatedly invited by us to join the organization, and through it to co-operate with us in the maintenance of the net-price system; and

WHEREAS such publishers of general trade books as still remain outside of the Publishers' Association are continuing to sell their publications to the few persistent price-cutters and thus encouraging them to continue their opposition to the net-price system,

Now therefore be it resolved: That we, the American Booksellers' Association in convention assembled, do hereby instruct our Secretary to give final notice to such publishers that it is our intention to apply Reform Resolution No. 1 to them unless they promptly join the American Publishers' Association and co-operate with us through it in the maintenance of the net-price system; and

Be it further resolved, That should any such publisher, on receiving such notice, decline to co-operate with us by failing to make application to the American Publishers' Association, after having received final notice, the secretary shall promptly issue notice to all members that Reform Resolution No. 1 is thereafter to be applied to such publisher and that all members shall discontinue handling the books of such publisher, as provided by Reform Resolution No. 1, until further notice.

WHEREAS, certain librarians have requested the American Publishers' Association to consent that dealers and publishers be permitted to give to librarians a discount up to 25 % on net books; and

WHEREAS 25 % is precisely the discount that the American Publishers' Association recommend their members to allow to dealers; and

WHEREAS the average librarian throughout the country is largely dependent upon the local bookseller, to help him make suitable selections for the library; and

WHEREAS public libraries are public institutions and are maintained largely by taxing the people, including retail booksellers; and

WHEREAS all retail booksellers contribute to the support of public libraries by paying their share to the taxes assessed, and

WHEREAS the sale of a new copyrighted book to a public library within the first year or two after its publication detracts from the general sale of the book by circulating each copy of the book to a large number of readers, to the great disadvantage of the author, publisher and the dealer and to the detriment of their legitimate trade;

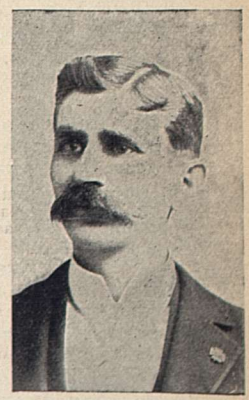
HENRY PAYOT,
Payot, Upham & Co.,
San Francisco, Cal.

DANIEL L. BAKER,
Baker-Trisler Co.,
Des Moines, Iowa.

F. B. LILLIE,
F. B. Lillie & Co.,
Guthrie, Okla.

FREDERICK F. HANSELL,
Third Vice-President A. B. A.,
New Orleans, La.

CLIFFORD L. LEGERTON,
Legerton's Book Store.
Charleston, S. C.



B. H. HILL,
Hill Brothers,
Waco, Texas.

J. S. STOTT,
The Megeath Stat'y Co.,
Omaha, Neb.

Now therefore be it resolved: That we, the American Booksellers' Association, in convention assembled, do hereby petition the American Publishers' Association to require all dealers and all members hereafter to charge to public libraries the full net price for all books issued under the rules, if supplied during the period of protection; and

Be it further resolved: That we also petition the American Publishers' Association to require its members and all dealers to charge the full net price to all circulating libraries in particular and to all persons and firms that own or maintain circulating libraries, when books are bought for the use of such libraries; and

Be it further resolved: That we adopt and reaffirm the memorial addressed by our Executive Committee to the Executive Committee of the American Publishers' Association on the 17th of April, in which the reasons for requiring public libraries to pay the full net price are fully set forth and we commend the same to the thoughtful consideration of all members of the American Publishers' Association.

Before the Convention adjourned Mr. Jackson presented the following resolution, which was unanimously adopted:

Be it resolved: That the American Booksellers' Association extend to the firm of Messrs. Harper & Brothers their sincerest thanks for their kind invitation to inspect their plant, and for the hospitality so generously provided. Our coming face to face with, and greeting, the members of the firm, and the prominent authors present, will always remain a pleasant memory.

THE BANQUET.

The second annual dinner given by the Association was well attended, upwards of sixty persons being present, and was in every way an enjoyable affair. After the coffee had been served, and cigars were lighted, the president, Clarence E. Wolcott, who acted as toastmaster, addressed the gathering as follows:

"I can only say, gentlemen, that I am glad there is such an organization as this Association, and that I am glad that I am president of it. If it did not accomplish anything else in the world than to get together such a fine body of men as I see before me this evening, its mission would be fulfilled. If this organization afforded me no more pleasure than that of having beside me our distinguished guest this evening, it would be a joy forever.

"I have now the pleasure of introducing to you Mr. Charles Scribner, president of the American Publishers' Association."

THE AMERICAN PUBLISHERS' ASSOCIATION.

CHARLES SCRIBNER—I am not an after-dinner speaker, but I have not felt at liberty to decline the invitation to be here this evening. My interest in the work of your organization and the one which I represent is such that I cannot refuse to say a word for the Association of American Publishers, the toast which has been so cordially received by you. As business men, and as your organization is one for business purposes, I hope you will pardon me if I speak frankly about our common interest, instead of attempting to entertain you by an after-dinner speech—for which I am totally unfit. . . .

The preliminary meetings for the organization of the Publishers' Association, as most of you know, took place about two years ago. The organization was founded and definitely organized at the beginning of 1901, and all copyright books, except those of fiction, were protected from May, 1901, so that they have been protected now for more than one year, and in the early part of this year works of fiction were added on a modified basis. We have therefore had more than a year of practical experience with this system. And that includes one holiday season, which is the most active business season. I think you will agree that the movement, practically, has been a success. At first there were predictions of disaster in all directions. It was said that what we were trying to do was impossible; that prices would be broken in thirty days all over the country, and that the organization necessarily would go to pieces. As a matter of fact, we are here to-day, doing business successfully, we think, and in a way that I hope meets with your approval.

The organization, when it began, had only twenty-seven members; to-day we have forty-nine or fifty, and it is not a question of persuading publishers to join, but, thanks to your gentle suggestion, it is no longer popular to be outside the organization.

In looking back upon a work of this kind, it is pleasant to recall our success, and the fact that we have existed so long; but we should not be satisfied with that. The question is, whether we may continue with equal success; and therefore we look for your co-operation, as we have had it in the past. I think it has been shown that the publishers and booksellers of the country, if they get together, can regulate in a great measure the business of bookselling and make it an attractive and prosperous career for anyone to enter upon.

There are certain definite questions which come to my mind as I speak to you. One of them is that of libraries. It occurred to me on coming here to-night that that was a question which might be settled between booksellers and librarians. The publishers, as an Association, are willing, within reasonable limitations, to do whatever you two bodies of men agree upon. The difficulty is that you seem to disagree and leave us in danger of losing the support of one or the other of you. I think it a mistake, in a movement of this kind, which we have all so much at heart, that such opposition should exist. The librarians have received this movement with great cordiality; they have waited patiently for any action on the part of the publishers and the booksellers, and it seems to me that a high-minded committee, appointed by the booksellers, might meet a committee of librarians and thrash this question out, get together and eliminate entirely from controversy the question of discount to librarians. I don't think it beyond the ordinary expectation that this might be accomplished. It would be a good thing and a great help for the future.

There is no sufficient reason for a dispute with the librarian. The price-cutter we shall always have with us, and we must treat him as he deserves. Fortunately there are very few of them. Practically there is no one cutting prices to-day that amounts to anything, except one department store in New York City. I think this a wonderful showing.

Looking into the future, there is another peril that confronts us, and that is, the question of over-production, particularly of novels. The publishers for the last year or two seem

DR. J. W. DEWBERRY,
Dewberry & Sons,
Birmingham, Ala.

K. H. KELLAM,
Kellam Book and Stat'y Co.,
Topeka, Kan.

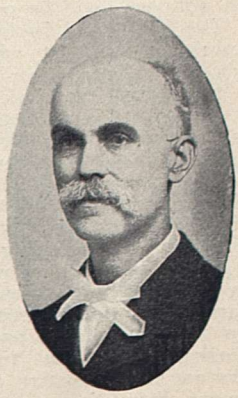
J. K. GILL,
The J. K. Gill Co.,
Portland, Oregon.

W. E. CHENOT,
Tampa, Florida.

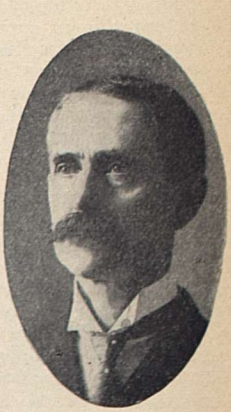
J. W. NICHOLS,
Sect'y American Booksellers' Association,
New York.

JOHN G. EVANS,
Butte City, Montana.

E. S. R. BUTLER,
E. S. R. Butler & Son,
Wilmington, Del.



PHILIP ROEDER,
St. Louis, Mo.



S. K. WELBURN,
Hunter & Welburn,
Nashville, Tenn.

to have been on a spree in the way of making large editions—and expecting them to sell. They seem to think that if they announce 100,000 for the first edition, or that the third edition has been exhausted before publication—that the booksellers will climb over one another to get hold of copies before they disappear. But I think that evil will cure itself. You know more about your individual business than I do, of course, but it has seemed to me that the secret of buying books would be rather to buy those that were wanted—to know the *book* rather than the *price* at which you bought. I mean that the offering of special discounts for excessive quantities is a mistake for both the publisher and the bookseller. The principal thing is to get something which will sell, which the people want, and to get it at a reasonable price. The idea of being tempted by a little extra discount to buy something that you can't sell seems too elementary to talk about.

But it is a fact that this over-production of books, novels in particular, leads to a tremendous increase of discounts, and makes the difference between the buying and selling prices too great. There is danger that the system may be broken down unless there is some reasonable check upon this overproduction. I don't know what action your association can take unless it be individually to frown down this effort to float off upon you books for which really there is no demand.

I congratulate you upon this organization and upon its success; and in behalf of the Publishers' Association I welcome your cooperation in our endeavor to make the book business more prosperous and attractive."

PRESIDENT—I shall now have the pleasure of calling upon our friend Mr. Gregory to answer to the toast,

"OUR PROFESSION."

HARRY GREGORY—Years ago, when I was a much younger man, it was customary to talk, at such meetings as this, that the bookseller was the right-hand man of the clergyman and school teacher. And to a certain extent this is correct. In more ways than one the bookseller is both preacher and teacher, and his moral and intellectual influence makes his business something more than a commercial one. To the above-named professions, at this time, we must add one other, and that is the librarian. The book store should be a sort of intellectual headquarters, where men of brains should feel at home; and in this respect it is something like the public library. The bookseller should be one who loves books, a book reader, and his knowledge of books and authors should be such, that he should be a guide and help to the public in their choice of books. Such a store, with its shelves crowded with good literature, and such a bookseller are well worthy of the support of the community in which they are situated. The aim of the conscientious librarian is in the same line, viz., the circulation of good books. When we consider what books have done for this world, and what books are still doing; how in hundreds of instances they soothe pain, awaken new hopes, new courage, and new faith; create new worlds of beauty for those who feel discouraged and hopeless, and in a thousand ways help us in this our earthly pilgrimage, we cannot but say ours is a high calling—"a profession" of which we are proud.

There are many discouraging features, however, connected with this profession of ours. The spirit of commercialism, in other words the worship of the almighty dollar, is too prominent, both in publishing of books and in bookselling. I am sorry to see the names of prominent publishers on the title-pages of numerous books of fiction issued during the past few years that are not suitable to place in the hands of our wives and daughters, and such books, (notwithstanding that there is money in them,) should not be printed. They may be well written, true to life, and the author's name a prominent one, but I question if, in the end, such publishing pays. Another discouraging feature is the enormous output of books, so that they are getting to be just the same as newspapers and magazines—publications whose term of life is ephemeral. Not one book in ten can hope to be remembered one year after its publication, and the enormous sales of certain novels, boomed and pushed by all sorts of methods of advertising, have helped to crowd out of sight scores of other books much more worth the reading.

I think, however, that a reaction against the "boomed book" has already begun, and that the public in the future will not be fooled as much as they have been in the past by such methods and such books. And just here comes in one of the facts that may hurt our Association. Many of the publishers have run mad with this craze for big editions, and if there is a noticeable falling off in the sale of the books of certain prominent authors, will not these publishers claim that it is through our net or protected system of selling books? Just how they will see this thing no one can tell, but I for one shall be very glad; and I believe it will be better in the end for both publisher and bookseller if the enormous sale of the one or two books in a season is a thing of the past. Let the publishers discard books, even by a prominent author, unless there is something of real merit in the book. Let them, I say, stop the issuing of "lots of rot." Give us less books, but good books, and in the long run there will be more money in it both for publisher and bookseller.

But while there are many discouraging features in this our profession of bookselling, there is also much to be thankful for. Such a gathering of booksellers as we now see in New York would not have been possible a few years ago. Then, with price-cutting rampant, book stores being crowded out of existence, publishing houses whose foundations were supposed to be solid and firm crumbling and going to pieces, it seemed as if there was no hope for the future of our profession and business. But just as the night seemed the darkest, a ray of light appeared and the American Publishers' Association and the American Booksellers' Association came to the front, and once again there was hope, and joy, and gladness in the hearts of scores of professional booksellers.

Jas. A. Pinney,
J. A. Pinney & Co.,
Boise City, Idaho.

J. F. Macauley,
Macauley Brothers,
Detroit, Mich.

C. Russell Caldwell,
The Caldwell-Sites Co.,
Staunton, Va.

H. Taylor Rogers,
Asheville, Nor. Car.

J. Wilson Hart,
Treas. American Booksellers' Association,
New York.

Henry M. Upham,
Damrell & Upham,
Boston, Mass.

T. E. Bryant,
The Bryant & Douglas Book
& Stat'y Co.,
Kansas City, Mo.

Frank Stanton,
Wheeling, W. Va.

Hobart J. Shanley,
Hobart J. Shanley & Co.,
Burlington, Vt.

During the past year much has been done to once more place our business on a firm and paying basis, and we must thank the publishers that they have stood firm and solid in helping on the net system of bookselling. Let the American Booksellers' Association press forward in asking only such things as are reasonable and right. Do not expect the world and all that is therein. Both publisher and the public is to be considered. Let us, therefore, go forward slowly but sure; it will be not only to our advantage, but it will be to the advantage of the age in which we live, and as booksellers we shall have contributed to the welfare and uplifting of the whole world.

PRESIDENT—There are two brothers in the Middle West who have, I am told, the finest book store in the United States. They are up to all sorts of schemes to distribute their books, and one of the brothers told me to-day of one scheme, which is this: They return to every customer in their store, when they have to give change, new, crisp bills, new pennies, new quarters, new halves, etc. One of these brothers is here to-night; his name is Charles A. Burrows, who will talk to you on the

DISTRIBUTION OF BOOKS.

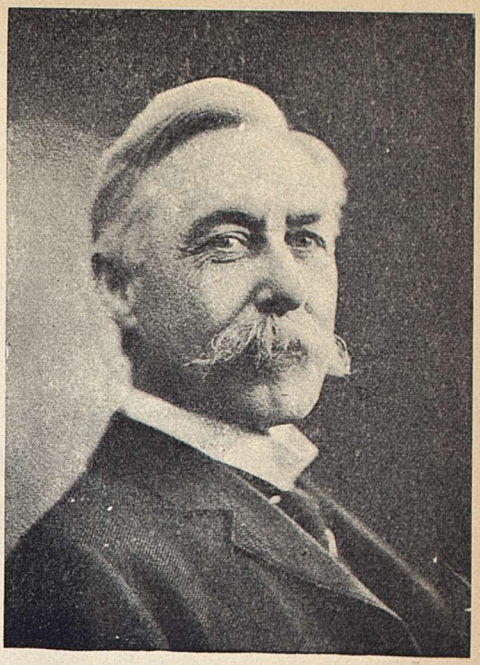
CHARLES A. BURROWS— . . . My speech to-night will, I hope, have a few, even if a very few, grains of good, hard wheat of economic thought, if they seem somewhat hidden in a peck of humorous chaff; but while I am no agriculturist, I do know enough of farming to feel that more germination may take place from a small handful of grain sprinkled through a large measure of moist dirt than from an entire bushel of dry hard wheat contained in a dusty bin by itself without contact with the fructifying earth. . . .

Forty years ago there were probably in the United States something like three thousand good, fairly representative stocks of books; to-day, it is to be questioned if there are above one thousand booksellers really worthy of the name in the entire country, and perhaps the end is not even yet. Why is it that as the country has doubled in population, and quadrupled in wealth, every other distributing business that I can think of has increased in the number of people to whom it gives employment, and in general prosperity; that, as every manufacturing industry in our broad land has trebled, quadrupled and even quintupled itself, and some of them again and again, this one alone, the poor but yet beloved support of *our* fortunes, shows such lamentable decay and weakness? Is it because of the lack of manhood, of intelligence, of sobriety, of attention to business, or of business capacity on the part of the men who are engaged, as best they may, within its ranks? Never can we admit it! A thousand times, not so! The causes are many and to find some of them involves no long hunt, though the most potent of all, the profoundly unjust and iniquitous postal law of the land, admits of no hope of either immediate or even speedy relief to our fortunes.

But there are some remedies that may be applied to the great benefit of both publisher and bookseller alike. A start, in fact, has been made during the year to apply some such remedy. A great dictionary, in its latest, best and most valued edition, defined "Book Binding" as "the art, process, or manufacture of binding books." A rather bald definition, truly; but similarly I will define the best way of making the book business more profitable, is to make the profits larger and more frequent. How can this be done? You do not give a hen the kernels of corn because you expect to find a roasting ear in the nest when she clamors forth from her tryst; nor even do you expect that the egg she lays shall be to-day larger because of the more generous food supply that you gave her this morning! Rather the egg she drops to-day is the richer and weightier if her rations were not stinted in either quality or quantity a month or two months ago, and the liberality of the measuring to-day will determine the size of the eggs in August next, and may even determine if there are to be eggs at that time at all. Now the bookseller, if he is to thrive, should have all the local trade in all channels, library, subscription or ordinary retail, and all at a profit; and he should be protected from the competition of the publisher, the jobber and the trade-seeking librarian.

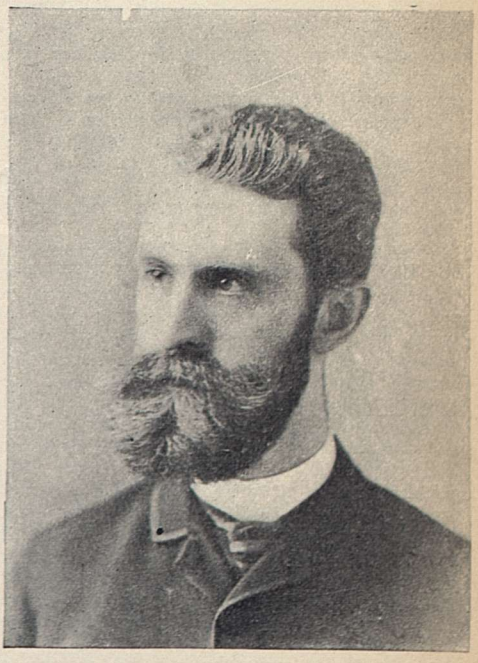
Not only does the condition of the bookseller to-day leave much to be desired, it is quite evident that the publishers of the country have felt this diminished capacity of the book-distributing machine. Now, let us be just. It is not all, nor even mainly, due to any lack of liberality or justice upon the publishers' part that the book business is not prosperous to-day; and yet while they have done something during the recent months, there is much more still that they must do, if wise, to better conditions. But the publisher, who has been sending his subscription agents into your fields and through them absorbed from your rightful customers the trade and the profits that should reach him only through you, is like the man who would look to find a roasting ear in the nest of the fowl, because she had been fed upon corn; and the publisher who would expect, because of measures recently established, tending towards relief, to find your orders increase at once, would be like the poulterer who looked for a larger egg to-night because of the more generous supply of food he distributed this morning. No man can garner the harvest immediately the seed is thrust into the soil. "There is that scattereth and yet increaseth, and there is that withholdeth more than is meet, and yet tendeth to poverty;" and for publishers, or an association of publishers, to so wisely plan the division of the profits upon the distribution of the produce of their presses as to adequately increase the remuneration of the booksellers' trade, is to build up a distributing machinery that shall be of ultimate great value to themselves. It is a wise saying that you should "not muzzle the ox that treadeth out the corn," and a little more care on the publishers' part, not only to unmuzzle the bookselling ox, by placing a greater percentage of profit on the corn of distribution, but also to see that the donkey in the neighboring stall shall not steal the corn of his legitimate profit by selfish

W. M. Palmer,
Of Executive Committee, A. B. A.,
Grand Rapids, Mich.



Albert C. Walker,
Of Executive Committee, A. B. A.,
Rochester, N. Y.

Clarence W. Sanders,
Of Executive Committee, A. B. A.,
St. Paul, Minn.



William T. Smith,
Of Executive Committee, A. B. A.,
Utica, N. Y.

competition, is a wise act and will, in time, tend to his own increased welfare. He must not, however, expect to see in a day or a month results that time alone can accomplish. Let him remember, with Emerson, in his "Essay on Compensation," that "for everything you have lost you have gained something else," and that "the most patient husbandman reaps the most bountiful harvest."

For that other member of the publishing fraternity, if there may be one, who is tempted to act with double-face, and tries to sell to wholesale bookseller, to retailer, to librarian, and to consumer all alike, and at one rate, and to one and all through either legitimate or illegitimate channels, let him remember that even in this world, in the long run, a man cannot cheat any one but himself, and as the exclusive in fashionable life does not see that he excludes himself from enjoyment in the attempt to appropriate it, so, such a publisher may not see how easily he can build up a Chinese wall of suspicion of unjust dealing that shall cost him ultimately more dollars than he has temporarily made dimes. The hearty good-will and co-operation of even one thousand booksellers, scattered all over our broad land, may easily become an adjunct of distribution of more avail than many thousands of dollars expended in advertising. On the other hand, a needless injury wantonly done by any publisher, even to one weak member of our fraternity from a distant—even from a Western State—may through finding his cause made that of the united Association, inflict a considerable and a lasting damage upon his own unscrupulous head. Such conduct may seem to him as possessed of the essence of business acumen; but I tell you it is not less shortsighted folly than contemptible and dishonorable selfishness. The history of the goose laying golden eggs and killed through the stupid folly of the unwise owner is probably being repeated by a few publishers today; though to the honor and credit of their able Association be it said, there are very few examples indeed of this sort within their ranks. . . .

I do not need to even think of reminding you that that most honorable and representative house, whose head and representative we take great pleasure in seeing with us to-night is of another ilk. He is a friend behind your back, as well as honest and sincere to your face. We take pleasure in welcoming him to our board, and in making this public acknowledgment of the debt that we, as an association, owe to him and his house. This we gladly do in despite of any little personal discrepancy of opinion on the matter of quantities and discounts. But gratitude is a lively sense of favors yet to come.

One important branch of the book distribution, namely, that to libraries, I will say nothing about; upon that topic an abler than I, our friend and brother, the worthy Mayor of Grand Rapids, Mr. W. M. Palmer, will, I presume, have somewhat to say worthy of your hearing. I should, however, like to make one simple remark only, were the publishers, as a body present here to-night, namely: As your agents in the distribution of your wares, you can have either the libraries or us, both you cannot have. Which shall it be? As a matter of business life or death for us, as a body, we need the whole loaf; it is not large enough to divide with them. The librarians will not do your work of distribution; they are professional not commercial men, and they cannot do your entire work of distribution anyway; and we cannot continue doing it unless we are given a more adequate support at your hands.

In concluding please pardon me if I detain you a moment longer, and say what I hope Mr. Scribner will most courteously take from us to his own Association, namely: That myself and my associates upon the Executive Committee and the Advisory Board (and I am sure each one of the entire membership of our organization as well) are glad, one and all, to express our gratitude over the success that has been achieved through your efforts in our behalf. We fully realize the newly-born must creep before they walk, and can scarcely run until later; but let there be no backward step, whether we run, walk or only creep; let it ever be in one direction—*forward.*

PRESIDENT:—We will now have the pleasure of listening to our friend, Mr. Burkhardt, who will speak for

THE NEW YORK BOOKSELLERS.

CHARLES A. BURKHARDT—At our last meeting I expressed the hope that by this time the condition of the bookseller would have improved to such an extent that he could ride in his own automobile. Although the price of automobiles has been greatly reduced—28 per cent., I believe, yet I have not heard of a single bookseller investing in one. There is no doubt that the bookseller's condition has greatly improved since our last meeting, and if the American Publishers' Association continues to do business at the old stand we may all invest in one, contingent upon strikes or an automobile trust, of course.

I believe in harmony. The bookseller should be at peace with the publisher, as their interests are identical; but the publisher, or, properly speaking, a few publishers, believe in a law of division; that is, they believe the bookseller should confine himself to such time-honored classics as Bacon, Lamb and Hogg, and the department store to the newer and more popular books such as "Elizabeth and her German Beer Garden," "How to Know the High Ball," "Snakes I have Seen," etc.

I do not believe the bookseller can live on meat alone, and think he is entitled to some of the "high balls." He has had a few since February, but Macy has had more than his share on advertising account. It remains for the American Booksellers' Association to take some action to discover the source of Macy's supply, and to stop it if possible.

Although I am not authorized to speak for the New York booksellers, I believe I voice the sentiment of the entire city trade, and for that matter, that of the country at large, in repeating the resolution adopted at a meeting of retail booksellers of New York, on May 26th, that we are all thankful for

the work so far accomplished by the American Publishers' Association, and request that they take no backward step as regards the discount allowed libraries or the present rate on fiction.

We also desire to register our hearty thanks for the work accomplished by the American Booksellers' Association, and that of its able Secretary.

OUR FRIENDS THE LIBRARIANS.

W. Millard Palmer, in being called upon by the President, said in substance:

It was twenty-two years ago yesterday that I entered a book store, and I remember that very soon after I became associated in a business way with our local librarian. Relations were very pleasant with that librarian and her successors, and continued to grow more intimate in a business and professional way. I looked to the librarian for instruction in my profession, and we, in the book store, were sometimes able to reciprocate, the favors shown. We traveled along with the librarians for a good many years. We have seen their profession grow and their influence widen, and believed that their interest in our welfare was a genuine one, and knew that our interest and theirs were identical—until a crisis seemed to have arrived, and our ways diverged; but we hope they will unite again. It is a fact that the rule which has been inaugurated by the American Publishers' Association has brought about, in the minds of the librarians, the question as to whether the prices given to them were just.

You remember that, in March last, there was a meeting at Atlantic City, of the Philadelphia Library Club and the New Jersey Library Association, where resolutions were passed, asking that discounts up to twenty-five per cent. be given to libraries—the discount fixed or recommended by the American Publishers' Association to their constituent members for booksellers. Very naturally we, of the Booksellers' Association, felt that a recommendation, or even a suggestion that libraries receive a discount as great as that accorded to the bookseller was a direct blow at the integrity of the bookselling profession; that if the libraries were to receive as great a discount as the booksellers, the bookseller could not hope to retain the trade of the library; that, either the library would buy direct from the publisher, or their trade would be handled by those who were fortunate enough to be able to buy in large quantities, and to get an additional five per cent. or ten per cent. discount. So, upon that proposition we split. I didn't give up the hope that we could come together. The insistence, however, upon the part of the library associations and the libraries that the discount be increased, without a detailed knowledge of the cost of doing the book business, threatens our interests.

If the libraries were in possession of the facts which we have in our hands, which were gathered and tabulated for the benefit of the Publishers' Association, they would not demand an increase in that discount; they would understand the reasonableness of our proposition—that a library in this country, as in England, should receive no discount whatever from the list price. And why? Because the facts we obtained when we were investigating this subject proved that it cost the average bookseller in the United States 25 per cent of his gross receipts—not 25 per cent of his profit—to do his business during a year, and that did not take into consideration even 6 per cent interest on the capital invested. No capitalist would consider such a proposition for a moment. And so I say that it is unreasonable for the librarians to demand that the discount to them should be increased.

What is the condition now? If a bookseller receives 25 per cent upon a book, and pays for its transportation, and then ships it or delivers it to the library at a discount of 10 per cent, he realizes what? Twenty per cent. profit on the cost of the book! Is that too great a profit for the bookseller to receive? Suppose that, by increasing the volume of his sales, he is able to reduce the proportion of expense to gross sales; still it is true that he has got to reduce it in so great a proportion that he must still have some leeway for interest upon his capital invested.

That is the proposition between the libraries and the booksellers. When we consider the fact that a good many librarians a year ago said they were willing to test the proposition, and that they believed the booksellers should receive an added profit, I still hope for a change of attitude on their part in the direction of benefiting the bookseller. In fact, I have already had some indications that their attitude is not so radical as it was apparently two or three months ago; and I believe that a careful investigation upon the part of the librarians will bring them to the point of understanding that when the bookseller asks an added profit upon their business in order to keep them alive they are not asking an unreasonable thing, although there are librarians—in fact, one said to me last night that what they demanded was that the libraries should be able to go out and buy their books as cheap as they did before.

I say that the librarians cannot hope to do that if the bookseller is to profit by the changed conditions. And it is certainly vital that this profit be maintained to the bookseller, not alone for the benefit of that bookseller, not alone for the future of the bookselling business, not alone for the widening of our influence through the distribution of good books and good literature, but for the salvation of the American publisher! And why? Because the American publisher two years ago—as did the bookseller—faced a condition, not a theory; because they understood that the demoralization of the bookselling business through the use of popular books sold at cost for advertising purposes was demoralizing not only the bookselling trade but the publishing trade as well. If the medium of distribution is demoralized, then the publisher must suffer as a consequence. In the years that have gone by we used to buy scientific books by such authors as Tyndall, Darwin and Huxley, or historical works like "Campaigns of the Civil War," and stack the sets up. This is no longer prac-

ticable. Within the last three or four years we did not dare to buy a single copy of such works and put them on our shelves. And this condition confronts not only the booksellers but the publishers. So I say that it is essential that no backward step be taken in the proposition of maintaining to the bookseller—for the sake of the publisher and for the sake of the bookselling trade—a reasonable profit upon his wares sold over his counter.

SOME HOPES DEFERRED.

A. C. WALKER.—When, two years ago, the Organization Committee of this Association met together to take action looking to the adoption and maintenance of the net or one-price system as the only apparent method of raising the condition of the retail bookseller from the deplorable condition into which he had fallen, they called upon certain of the leading publishers of New York and Boston and presented to them their views of the imperative need of concerted action on the part of those engaged in the book-publishing business, and that promptly, if the rapid decline of bookselling as a business, which had been taking place during the past few years, was to be checked. This committee had carefully considered the matter of an equitable discount from the net price to be adopted. From the knowledge gained in their individual experiences, and from the opinions of many contemporaries, it was the unanimous conclusion of this committee that a general retail book business could not be made profitable without a discount of 33 1-3 per cent on books to be carried in stock. This view was presented to the publishers by the committee at that time and at opportune occasions since. Certainly, the experience of the trade during the past two years has not tended to lessen this estimate as to the percentage of the profit necessary to cover the expense account, augmented as it is by the continual loss from shrinkage of book values. It was hoped by that committee that such a rate of discount could be fixed by the Publishers' Association (formed very soon following the call of this organization,) but large reforms move slowly to be safe, and in the judgment of the publishers it has not been deemed practicable to so adjust the matter of retail prices to the public as to meet our full needs as yet. So much, however, has been accomplished through the persistent efforts of the publishers in the direction of reform that we must be content to hope on, being assured that so nearly all of the faces are turned toward further advance, and await with courage the fruition of "Hopes Deferred."

THE RESPONSIBILITIES OF THE BOOKSELLER.

SIMON BRENTANO.—This association of booksellers has been so flatteringly referred to that I trust its members will bear with me for a few moments while I state what our experience is and how far it may relate to this association. It is difficult to do that, as I take it, without referring to the American Publishers' Association, which is dedicated to the proposition that a publisher has some right over his own books. He has some say after he has produced that merchandise which is his as to price—and, indeed, I assume that under the law he has a further right, he has a right to suppress that publication—to make the price of his book $1.50 or to make the price one cent. And he has, to my mind at least, the undoubted right to maintain any price which he determines shall be the price towards the public. I don't understand the American Publishers' Association to be anything in the nature of a trust. I understand that each individual publisher, with an endeavor to serve his own interests first, has succeeded, through the formation of this American Publishers' Association, in gathering the mutual assistance of all the other members, who together, collectively, will maintain the prices that they have put upon their books.

Now, how can that practically be effected? The publishers are not retail booksellers—at least, I assume that the proportion of sales at retail that most publishers make, in proportion to their entire sales, would be small. Therefore, it is through the retail channels that books reach the bookbuyers. And we look to the American Publishers' Association to support—which they have done so effectually thus far—all the efforts made by this association and by its members, namely, to maintain the prices, to assist in the distribution of books and to promote throughout the interest of the retail bookseller.

I am sorry, however, to disagree with many of the speakers in assuming that the causes from which retail booksellers suffer relate entirely to *price*. I think we have ourselves to blame—speaking now as a retail bookseller—for many of the conditions.

I think that many of us who are engaged in retail bookselling have assumed that we are exempt from the liabilities of the ordinary business conditions that affect merchants in other lines. I think that many engaged in retail bookselling believed that there was some assurance of continued prosperity attached to their business whether their efforts to maintain them were continuous or not. I think that they too easily assumed that customers could be maintained without keeping up the requisite stock in their respective cities. I believe, not alone from our experience but from visiting many of the cities in this country, and examining the stocks there, that these stocks did not appeal to the bookbuyers in their respective communities, and that there does not exist a sufficient test of what retail trade can be done in many of our cities for the reason that the stocks in these cities are not adequate enough.

I don't believe that we have taken the initiative and efficient steps that are within our reach to combat the schemes of "subscription-book" sales. I believe that to be one thing which has been very potent in affecting the sales made by retail booksellers. I think a large part of these sales are made without detriment to the sales that would ordinarily be made by a retail bookseller, but that a great proportion of them are made to a class of people, and to many buyers, who spend the amount of money that they would use in the purchase of books at the book store, by buying subscription books.

I believe that there is ample justification to look forward to a resurrected series of live retail book stores throughout this country and in every community. . . . With the hope of building up the retail bookselling business again, we must look forward to getting surrounded with proper help, and finding in the retail bookselling business a future for young men to grow up in, and to look forward to making that as a profession.

A RETROSPECT AND PROSPECT.

JOHN H. DINGMAN.— . . . In former times —you all know it perhaps, it is history—men in the bookselling business felt each other's touch more as friends, more as those who belonged to the same family; and at times there was such a nicety of endeavor, one towards the other that no man in the business of publishing, or in the business of bookselling, which I hold are synonymous in a large degree, attempted to take advantage of a fellow bookseller or publisher. I refer to such a thing as that when, in the olden times, without copyright, books were being republished by people on this side of the ocean which had first been published on the other. A man who could announce in *The New York Commercial Advertiser* the title and author's name of a given book would never be interfered with by another publisher who, ten minutes afterward, got to the same newspaper office with his notice. There was honor in this profession of ours.

Now, I could talk a great deal about history. But the proper thing upon such an occasion as this, I presume, is to talk of the present circumstances; and if you will allow me to be the judge I think no wiser things have been said by any individual, or by all, than those which Mr. Brentano has uttered in your hearing.

I claim not to have had so much experience as some, but as much as I have had has led me to this conclusion, that the proper office of the bookseller is to supply information through the appearance of the stock in his store to the incoming people whom he counts as his customers. Now, in this time of rapid publication, and the publication of so many novels, the tendency of the ordinary weak-kneed and weak-minded book clerk is, when he is asked by mylady who comes in as a buyer, "What is the best-selling book of to-day?" is to reply, "Madam, this is it." Without having read it, without having any knowledge himself, except by a very superficial gathering of information, he says, "Madam, this is it." Why? Because, in his hearing, somebody has said "I have sold 100 copies of that" or "I have sold 250 copies of that." And on that basis, which is not a proper basis at all, he attempts to sell to the customer who approaches him.

Now, it is far better that a book clerk should thoughtfully select a stock which may not be found in every place—should put upon the shelves of his employer such books as will be of value when they have been purchased, so that the buyers going out from the store shall at least be able to say to their friends, "Will you look at this book?" or, "Will you look at that book?" and have the feeling, backed up by the fact, that these books are of value, and perhaps could be sold for cost price at any time.

I have felt that this Association could do a very great work by spreading its numbers. I was very glad when the committee came in, a year or so ago, reporting from the Booksellers' Association over 250 members; that they had formed an association in order to appeal to the publishers for some plan of helpfulness to their business. Now—I think I am correctly informed—this Association has grown in numbers to about 700. That growth ought to encourage you. After all, no great achievement has ever succeeded to full fruition until somebody else has labored. I believe that, instead of being discouraged, you ought to feel very much encouraged by the great progress that has been made during these past two years. This effort shows a great difference as between the two former attempts at booktrade organization. Those were made in such a superficial way that they lasted but four months. But I predict that this effort will last, if you will only be patient and have that sterling quality of giving full consideration to everything that you do. Treat the librarians thoughtfully. Those men have been falsely educated in the past. They have had discounts given to them that were so large that they thought those things belonged to them of right, that they were entitled to those large discounts, whereas you and I know very well that they were entitled to no discount whatever. The booksellers could not control their own situation in the past; and we have now reason to believe that the booksellers are able, and will be able in the future, to control the situation so that to these men who buy books for libraries there shall be no discount given, although to-day we give them 10 per cent.

The Secretary read letters of regret from a number of members of the American Booksellers' Association expressing their disappointment at being unable to attend the convention in person, after which the gathering broke up.

THE LIBRARIANS' DEMAND FOR DISCOUNT.

THE following resolutions were passed by the American Library Association at its convention at Magnolia, Mass., on the 20th inst.:

WHEREAS, the system of net prices maintained by the American Publishers' Association has resulted in an unexpectedly large increase in the price of books to libraries; and

WHEREAS, that increase has worked great hardship upon libraries in limiting their purchases of current books, diminishing their power of meeting the demands of the public, and narrowing their influence and opportunities as educational institutions; and

WHEREAS, the interests of the library and the bookseller should be closely allied,

Resolved, That the American Library Association urges the American Publishers' Association to make such arrangements that libraries may secure an increased discount over the present allowance on net books, and may not be unduly restricted in dealing with booksellers.

The following committee was appointed to confer with the Publishers' Association on the lines of the foregoing resolution: W. T. Peoples, Henry L. Elmendorf, John Thomson, Hiller C. Wellman and Henry J. Carr.

SUBSTITUTES FOR PULP AND PAPER MATERIAL.

"It will probably be many years yet before we exhaust all our resources of spruce for the making of wood pulp," says a writer in the New York *Sun*. "Still, an area as large as Rhode Island is stripped of its spruce every year to supply the mills that make newspaper alone; and many of the manufacturers think it is none too early to begin experimenting with other material for paper making to supplement the spruce supplies and even to take their place if we cannot grow crops of spruce fast enough to meet the demand.

"Some good use is found every year for plants that were supposed to be useless. In the museum at the botanical garden are specimens of rugs and other articles made of a variety of sedge that is found widely in our Northern States.

"This grass was supposed to be worthless a few years ago, but somebody discovered that it supplies a good strong fibre, and today it is being turned into binder's twine, rugs and other things that are worth having.

"Two materials new to paper making are now attracting attention. One is bagasse, the refuse of the sugar mills, which hitherto has been pure waste, except a small part of it used as fuel.

"A paper mill in Texas is now using bagasse to make paper, and the product is said to be excellent. It is predicted that the day is soon coming when all the bagasse from our Southern sugar cane fields will be used to make paper; thus bagasse will be another of the waste materials diverted from the waste heap and turned into a source of wealth.

"Another kind of paper material is rice straw, very little of which is now used except to provide bedding for cattle. It has been known for a long time that good paper could be made of this material; but, for some reason, it has not been utilized to any extent. There are great possibilities before Louisiana and Texas in the manufacture of paper from these two new materials.

"All the same it would be folly to permit our spruce forests to become exhausted. The timber that is sent to the mills for pulp wood should be replaced by another planting as with any other crop. It is getting rather late for any woodsman to remove a crop of timber without the slightest idea that a later generation will take another crop from the same ground.

"Canada is the great preserve of the whole world for future supplies of pulp wood. Her spruce resources have scarcely been touched, though her southern forests have been badly depleted.

"The country has a magnificent belt of spruce, extending from the southeast in Quebec far northwest to the Mackenzie River. Not a bit of this spruce has yet been utilized, and will not be till railroads are extended to it; but the railroad projects now under way will before very long tap this greatest of all resources of pulp supply."

JOURNALISTIC NOTES.

William J. Henderson, who has been for many years musical critic of the *New York Times*, has succeeded to the editorship of the *Saturday Review* of the *Times* recently made vacant by the resignation of Francis W. Halsey. We give Mr. Henderson a cordial welcome.

J. B. Lippincott Company are the American publishers of *The Ancestor*, an illustrated quarterly review of county and family history, heraldry, and antiquities, edited by Oswald Barron. The table of contents of the initial number just ready is attractive and varied, the articles bearing upon a number of leading British families. There are also several articles upon more general topics of timely importance, as, for instance, St. John Hope's illustrated description of the King's coronation ornaments. The subscription price is $1.50 the number, or $6 a year.

OLD-BOOK NOTES.

The collection of early printed books and costly manuscripts formed by the late Frederick Schneider, a prominent iron manufacturer of Washington, D. C., was privately sold last week to George D. Smith, of New York, for about $50,000.

It is reported in New York that J. Pierpont Morgan has acquired, by recent purchase in England, a collection of about 700 volumes representative of the art of printing in the fifteenth century. It is said that the collection contains about thirty Caxtons, many of the finer ones from the library of Lord Ashburnham; three books from the press of Thomas Rood, the first Oxford printer; also fine examples of the work of Machlinio, Letton and Willcox, Wynken de Worde and Pynson. The London *Westminster Gazette*, referring to the announcement on the 21st inst., says that Caxton authorities are naturally somewhat sceptical as to the character of Mr. Morgan's acquisition, but that if he has secured thirty separate and distinct Caxtons he may now be considered in the front rank of Caxton collectors. The *Gazette* quotes an expert who points out that of ninety-nine works printed by Caxton, thirty-eight are known by single copies or fragments only. The greatest number of copies ever brought together was eighty-one, which are now in the British Museum. Of these, twenty-five are in duplicate, leaving fifty-six works, of which three are mere fragments. The Spencer Caxtons, now in the Rylands Library, of Manchester, are numerically fewer than the Museum collection, but are more valuable, embracing fifty-seven complete works. The Cambridge University possesses thirty-eight Caxton impressions; the Bodleian Library at Oxford twenty-eight, and the Duke of Devonshire twenty-five.

Mr. Voynich is exhibiting at his rooms, 1 Soho Square, London, 150 unknown and lost books. Though the collection does not include many books that can be described as of general interest, or of a very high order of

importance, nevertheless, as every edition of a book has its place in the science of bibliography, the exhibition may be regarded as unique in the annals of bibliography, and is an incontrovertible argument in proof of the theory that there is no finality in bibliography. Mr. Voynich, according to W. Roberts in the *London Athenaeum*, "is modest in his triumph, for he does not claim to have done what no one else could do. Fortified with a working knowledge of nearly thirty languages and dialects, and with a retentive memory which he cultivated in Russian political prisons and in exile, he has certainly been armed with advantages that are not common property. But so far as the recovery of these lost books is concerned, Mr. Voynich has only done what other people have omitted to do, and this is the secret of his well-deserved success"—a success, by the way, that will reward the labors and research of any bookman with Mr. Voynich's knowledge and sagacity, in the United States as well as abroad. There are certainly treasures yet unearthed in many a church loft and attic, in out-of-the-way places, and, for that matter, in the rubbish heaps of dealers in junk and second-hand books in the United States and in England. Among the books exhibited by Mr. Voynich are two London printed books—an edition of Aphtonius of Antioch, printed by Henry Middleton in 1572, and the Liturgy of Calvin, printed in Greek by S. Thomson in 1655, both hitherto unknown. Mr. Voynich's most important discovery in Italian literature is an edition of Ariosto's "Orlando Furioso," Venice in 1553, from Valvassore's press, a year earlier than the previously-recorded first edition.

BUSINESS NOTES.

CHICAGO, ILL.—The Parmelee Library has called a meeting of its creditors.

NEW YORK CITY.—The following notice has been issued on the 16th inst. by William T. Dewart, of the Frank A. Munsey Company, 111 Fifth avenue: "A quarterly dividend of one and one-quarter per cent. on the capital stock of this company has been this day declared by the Board of Directors, payable at the above office, on July 3, 1902, to the holders of said stock of record on the company's books on the 30th day of June, 1902. The transfer books will be closed from five o'clock P.M., on the 30th day of June, 1902, until ten o'clock A.M. on the 7th day of July, 1902. Checks will be mailed."

SANTA ANA, CAL.—Wallace & Ulm, of the Santa Ana book store have been succeeded by N. A. Ulm.

WESTMINSTER, MD.—J. A. Waseche has purchased the book store of Frank J. Long.

OBITUARY NOTES.

WILLIAM BEMENT LENT, author of "Halcyon days," and other books, died at Norfolk, Conn., June 23, aged sixty.

GEORGE D. POSTON, Arizona's foremost pioneer, died June 24, aged seventy-nine, in poverty, after an eventful life. He was a writer of merit, both in prose and poetry.

LITERARY AND TRADE NOTES.

WE regret to hear that W. B. Perkins, the well-known and popular bookman, is threatened with complete loss of sight.

LOVERS OF DUMAS'S "Musketeers" will be interested in an article in the current issue of *Harper's Magazine*, entitled "The Real D'Artagnan."

LAIRD & LEE, Chicago, will publish next month a new story by Opie Read, entitled "The Starbucks," which is said to contain many unusually clever bits of philosophy.

"MY LADY PEGGY GOES TO TOWN," by Frances Aymar Mathews, published last October by the Bowen-Merrill Company, has been dramatized and will open in New York during the next season with a new "star."

THE so-called "Book Fair" will be held in the Palmer House, Chicago, beginning with July 5. About fifty prominent publishing houses will be represented, and buyers are expected from leading points in the West.

THOMAS WHITAKER has just ready a pracical, stimulating work on "Religious and Social Work Among Girls," by Flora L. Freeman, which has an endorsement and introduction by the late Father Delling of East London.

THE POSTMASTER-GENERAL on the 19th inst. issued an order denying the use of the mails to the Empire Fountain Pen Company of Massena, New York. The concern was engaged in the operation of a chain-letter scheme.

G. P. PUTNAM'S SONS will publish shortly a study of Tolstoy, by Dimitri Merejkowski, the Russian novelist whose trilogy, "The Death of the Gods," "The Resurrection of the Gods," and "Antichrist," has won him international fame.

THE RIGGS PUBLISHING CO., New York, will publish early in the fall a children's book by John Kendrick Bangs, entitled "Bikey the Skicycle and Other Tales of Jimmieboy," with eight illustrations by Peter Newell, including a frontispiece in colors.

THE OUTLOOK COMPANY have just ready two folk-tales of Napoleon, one from the Russian, entitled "Napoleonder," and the other from the French of Honoré de Balzac, entitled "The Napoleon of the People," translated with introduction by George Kennan.

HOUGHTON, MIFFLIN & CO. have in preparation a new volume of short stories by Thomas Bailey Aldrich. It is four or five years since Mr. Aldrich has published a book, and he has made some of his greatest successes in short stories, for which reasons the volume will be awaited with interest.

R. H. Russell has published a dainty reprint of "The Song of Songs," with illustrations by the late Sir Edward Burne-Jones. Fitz-Roy Carrington provides a brief introduction, and the whole is bound in boards covered with vellum paper, tastefully decorated with gold and fastened with silk ribbons.

Herbert S. Stone & Co. have published "The Book of a Hundred Houses." A score of writers contribute the text, treating of dwellings large and small, but mostly small, in existence here or abroad or proposed by a designer. The text is accompanied by a number of illustrations from photographs and drawings.

James Pott & Co. will publish in the fall a collection of stories entitled "Ghetto Silhouettes," by David Warfield, the actor, who recently scored so gratifying a success by his impersonation of the title character in "The Auctioneer." The chief charm of Mr. Warfield's work is his naturalness. The characters are taken from real life, and the incidents are those that happen every day.

The National Publishing Co., of Philadelphia, has just published a work entitled "The Martinique Horror and St. Vincent Calamity," written by J. Martin Miller, member of the Geographical Society of the United States, who accompanied the Dixie expedition, in collaboration with John Stevens Durham, ex-minister to Hayti. The book is illustrated with fifty half-tone reproductions from photographs.

That the hero of Watts-Dunton's "Aylwin" was in some degree a characteristic sketch of Rossetti has been hinted at so often that it has finally been accepted as a fact. This appears to be confirmed by an interesting article in a recent issue of *Notes and Queries,* by Thomas St. E. Hake, who knew Rossetti well. "In 'Aylwin,'" he writes, "Rossetti lives as I knew him. It is impossible to imagine a more living picture of a man." Mr. Hake identifies some of the other characters of the book. In Cyril Aylwin he sees Alfred Eugene Watts; in Symonds, F. R. Leyland; and in Wilderspur, James Smethan "with a variation."

Doubleday, Page & Co. will follow up their work on "American College Sororities" by a volume on "American College Greek-Letter Societies," by Reuel Linus Jason. The volume will be fully illustrated with group pictures and portraits. While the text is written by Mr. Jason, who is a recognized authority on the subject, he will receive material assistance from a board of advisory editors, consisting of one representative officially appointed by the government of each National society. The book will have the endorsement of this official board of advisory editors, who are for the most part the heads of the various societies.

D. C. Heath & Company announce "A Beginner's Algebra," by Professor Webster Wells and Claribel Gerrish. This book, which assumes that the pupil has such knowledge of arithmetic as is usually obtained in the seventh or eighth grade of the grammar schools, is not a high school algebra cut down and simplified, but proceeds along new and original lines, connecting the pupil's knowledge of arithmetic with the language of algebra in such a way as to make an easy transition, and to secure thorough mastery of fundamental principles, so that when the pupil comes to the study of the larger book in the high school he will be prepared to study intelligently the theory upon which the processes of algebra are based and to continue the study of their applications.

Some of the Boston papers have been trying to tell their readers that they knew the name or names of the mysterious author, or authors, of "Miss Petticoats," written under the pseudonym of Dwight Tilton. There have been various guesses, but there is a popular impression that two newspaper men, Wilder Quint, the musical and literary critic, and George Richardson, the dramatic critic, of a Boston daily, wrote the novel. The idea of this identification arises from the striking characteristics of the two men in question found in the composite photograph which the publishers supplied to several Boston papers. The publishers, however, are still guessing with the public. They are dealing with the mysterious Dwight Tilton through a duly accredited agent. The book has reached a sale of 30,000 copies.

G. P. Putnam's Sons have in preparation a fine edition of Mrs. Browning's "Sonnets from the Portuguese," with decorations and fifty designs in colors, by Margaret Armstrong; Tennyson's "Idyls of the King," with thirty-one photogravure plates after designs by Gustav Doré, in two volumes, uniform with Irving's "Rip Van Winkle;" also, an account of the Baden revolution of 1848, by Charles W. Dahlinger. They have in preparation a work on "Insurance and Crime—their effects upon society of insurance abuses, with some historical instances," by A. C. Campbell, official reporter of debates in the House of Commons at Ottawa. Mr. Campbell's facts, showing how the various departments of insurance—life, fire, marine, etc., have stimulated crime against society, will prove to be of amazing interest to many who have looked upon the institution of insurance as solely one of great social and individual benefit.

Frederick A. Stokes Co. will publish in the fall Henry A. Spurr's biography of Alexander Dumas, the elder, referred to a couple of weeks ago; a large work, "Paris, Past and Present," by Henry Haynie, an American who lived in France for twenty years, which will be published uniform with the work on "Naples, Past and Present," issued by them last year; a romantic tale of love and adventure in modern Paris, entitled "The Garden of Lies," by Justice Miles Forman; also *The World's Explorers,* a series of volumes written by the famous explorers of our time, whose range will extend from the Arctic to the Antarctic, and from darkest Africa to Thibet. They will publish shortly "The Mishaps of an Automobilist," by De Witt C. Falls, whose "A B C of Golf" so happily hit off the comic side of that fad, with illustrations done in color after designs by the author; an English version, by Arthur Symons, of D'Annunzio's "Francesca da Rimini," the Italian version of which has already been copyrighted in this country; also, a new popular edition of Lieutenant Peary's work "Northward."

TERMS OF ADVERTISING.

Under the heading "Books Wanted" ***book-trade subscribers are given the privilege of a free advertisement for books out of print, of five nonpareil lines exclusive of address, in any issue except special numbers, to an extent not exceeding 100 lines a year. If more than five lines are sent, the excess is at 10 cents a line, and amount should be inclosed.*** *Bids for current books and such as may be easily had from the publishers, and repeated matter, as well as all advertisements from non-subscribers, must be paid for at the rate of 10 cents a line.*

Under the heading "Books for Sale," the charge to subscribers and non-subscribers is 10 cents a nonpareil line for each insertion. No deduction for repeated matter.

All other small, undisplayed, advertisements will be charged at the uniform rate of 10 cents a nonpareil line. Eight words may be reckoned to the line.

Parties with whom we have no accounts must pay in advance, otherwise no notice will be taken of their communications.

BOOKS WANTED.

☞ ***In answering, please state edition, condition, and price, including postage or express charges.***

Houses that are willing to deal exclusively on a cash-on-delivery basis will find it to their advantage to put after their firm-name the word [Cash].

☞ ***Write your wants plainly and on one side of the sheet only. Illegibly-written "wants" will be considered as not having been received. The "Publishers' Weekly" does not hold itself responsible for errors.***

It should be understood that the appearance of advertisements in this column, or elsewhere in the "Publishers' Weekly" does not furnish a guarantee of credit. While it is endeavored to safeguard these columns by withdrawing the privilege of their use from advertisers who are not "good pay," booksellers should take the usual precaution, as to advertisers not known to them, that they would take in making sales to any unknown parties.

Abraham & Straus, Brooklyn, N. Y.

Hawthorne's First Diary. H., M. & Co.
U. S. Dispensatory, second-hand.
Wagner's Chemical Technology, second-hand.
Traditions of Palestine, by Harriet Martineau. London, 1830.

Almy, Bigelow & Washburn, Salem, Mass.

Life of Dick Turpin.

Amer. Bapt. Pub. Soc., 132 E. 23d St., N. Y.

Pulpit Commentary, Psalms and Matthew.

American Press Co., Baltimore, Md.

The Book Lover, New York, Jan., 1889.
Aaron Burr, books, pamphlets, magazine and newspaper articles.
Hamilton, items, as above.

Americus Law Book Co., Americus, Ga.

Anything on Georgia and Revolutionary War.
Any proceedings National Political Conventions.
Drayton, Memoirs of Revolution.
Vindication Geo. Troup, by "Atticus." 1824.
Leisure Labors, by Joseph B. Cobb.

Antiquarian Book Store, Omaha, Neb.

Johnson, Magna Charta.
Thiers, Consulate.
Newton, Principia.
Wirt, Life of Aaron Burr.
Luther, Church Postil.

Astor Book Shop, 4 Barclay St., N. Y.

Baldwin, Party Leaders.
Randolph, Letters to a Young Relative.
The Bryan Manuscript.
The Vigilants of Montana, Dimsdale.

Bailey & Sackett, University Block, Syracuse, N. Y.

Ford Houghton's Poems.
Sir Percival, by Shorthouse.

The Baker & Taylor Co., 33 E. 17th St., N. Y.

Ned Nevins the Newsboy. Lee & Shepard.
Knighting of the Twins, by Clyde Fitch. L., B. & Co.

Banks & Co., Albany, N. Y.

Allibone's Poetical Quotations.
Allibone's Prose Quotations.
State condition, date and price.

W. L. Beekman, 55 E. 5th St., St. Paul, Minn.

Nicholson, Tabulated Corals. 1881.
Hist. of Court Fools, Doran. London, 1858.
Birds of the Northwest, Coues.
Gallery of Players, no. 11.

The Bell Book and Stationery Co., Richmond, Va.

Virginia Illustrated, Porte Crayon. Harper.

G. Blatchford, Pittsfield, Mass.

The Gentle Art of Making Enemies, by Whistler.

The Book Shop, 63 Spring St., Rochester, N. Y.
[*Cash.*]

O'Reilly, History of Rochester, N. Y.

The Boston Book Co., 83 Francis St., Boston, Mass.

Forum, Sept., 1887.
National Geographic Mag., v. 4, pp. 163-208.

The Bowen-Merrill Co., Indianapolis, Ind.

Campbell, Lives of the Lord Chancellors.
Carlo Goldoni's Comedies, ed. with introd. by H. Zimmern. McClurg, 1802.

Brentano's, 218 Wabash Ave., Chicago, Ill.

A Daughter of Music.
A Daughter of the World.
On a Box Seat, by Hissey.
Tour in a Phaeton, by Hissey.

Brentano's, 1015 Pennsylvania Ave., Washington, D. C.

Kirkman, Freight Accounts.
Kirkman, Passenger Traffic and Accounts.
Kirkman, Care of Cash by Agents.

The Brown, Eager & Hull Co., Toledo, O.

American Ornithology, by Wilson and Bonaparte, with colored plates or without.
Girard's Birds of Long Island.

H. W. Bryant, 223 Middle St., Portland, Me.

Marshall's Portrait of Longfellow.
Blome's Bible, il. by Van der Gucht.
Brown University in Civil War.
Nova Scotia Hist. Soc. Colls., v. 1.
Joseph Hall's Sermons. London, 1610.

Bryant & Douglas Book and Stationery Co., 1002 Walnut St., Kansas City, Mo.

Westward Ho, 2 v., Eversley ed.
Letters of Elizabeth Barrett Browning, 2 v.
Both must be new.

The Burrows Bros. Co., Cleveland, O.

N. Eng. Gen. and Hist. Reg., v. 17-25, incl.
Grimsby, History of the Whig Party.
Tucker, History of U. S., 4 v.
Gosse, Questions at Issue.
Hudson, Studies in Wordsworth.
Venn, Princ. of Empirical Logic.
Caird, Essays on Literature and Philosophy.
The Brooklyn Daily Eagle Almanac, 1896.
Erdman, Hist. of Philosophy, 3 v.
Burke, Armory.
Berdoe, Brown's Message to His Times.
Berdoe, Essays on Poetry.
Seton, Wild Animals.
Seton, Biog. Grizzly.
Seton, Trail of Sandhill Stag, 1st ed.
Peter Simple and Midshipman Easy, Collier ed.

Callaghan & Co., Chicago, Ill.

Criminal Law Mag., v. 15, no. 1.
Claiborne, Mississippi.
Roget's Thesaurus.
Marshall, On the Constitution.

William J. Campbell, Phila., Pa.

Shipley, Annus Sanctus. Lond. and N. Y., 1884.
Neale, Hymns Mediæval. London, 1865.
Neale, Hymns from the Greek.
Caswell, Lyra Catholica. London, 1849.
Mant, Ancient Hymns from the Roman Breviary. London, 1837.

Capital City Book Co., 908 Congress Ave., Austin, Tex.

Life of Charles O'Conor.

Carnegie Library, Pittsburgh, Pa.

James, Princess Casamassima.

BOOKS WANTED.—Continued.

Central News Co., Tacoma, Wash. [*Cash.*]

300 copies White, School Algebra, in new or shelf stock (none second-hand). State price f. o. b.
Songs of the Southern Seas, John Boyle O'Reilly.

A. H. Clapp, 32 Maiden Lane, Albany, N. Y.

Last Sea Fight of the "Revenge."
Golden Butterfly, Besant.
Critical Period of American Hist., L. P. ed., il. H., M. & Co.
Harper's Magazine, July, 1901, no. 614; Aug., 1901, no. 615; title-page, v. 103.
Harper's Weekly, v. 43, nos. 2221, 2227; v. 44, nos. 2248, 2263, 2272; v. 45, no. 2312.

The A. H. Clark Co., Garfield Bldg., Cleveland, O.

Audubon's Quadrupeds, text, v. 3. 1854.
Insurance, any books on.
Rept. of Commr. of Indian Affairs. 1868.
Stoddard's Lectures, 11 v.

W. B. Clarke Co., Park and Tremont Sts., Boston, Mass.

Poems, John G. Brainard, comp. by J. G. Whittier.
Goethe's Faust, D. J. Snider.
Century Dictionary, 6 and 10 v. eds.
Reed's Modern Eloquence.
New England Homestead, pub. at Springfield, Mass., no. 11, v. 43, to no. 3, v. 44 (Sept. 14, 1901-Jan. 18, 1902), incl.
Told by Death's Head.

Henry T. Coates & Co., Phila., Pa.

Century Magazine, June, 1889.
Todhunter, Natural Philosophy, in 2 pts.
Bashkirtseff's Letters.
Bashkirtseff's Journal.
Chambers, In the Latin Quarter.
Gordon, Julien, A Diplomat's Diary.

Wm. G. Colesworthy, 66 Cornhill, Boston, Mass

Gen. Soc'y of Colonial Wars, 1st year book. N. Y., 1894.

Crusoe & Co., 81 Vermont St., Brooklyn, N. Y.

Jean Parkman Brown, Intervals, Chords and Ear Training.
Any works touching musical science by Wohlfahrt.
Report works on musical composition.

G. Dunn & Co., St. Paul, Minn.

Combe, Physical Man and Natural Laws, v. 2.
Murray, Joseph Prickett, Pinkerton ser.
Graydon, With Cossack and Convict.
Argosy, v. 1, 2, 10 to 16 incl.
Scientific American, v. 1.

E. P. Dutton & Co., 31 W. 23d St., N. Y.

Fear Nots of the Bible.
Ingram's Happiness in the Spiritual Life.
Peg Woffington, Augustin Daly.

W. C. Edwards, 389 Monroe Ave., Rochester, N. Y.

Any books il. by Walter Crane, state condition and date.
Philistine, v. 4, no. 6; v. 5, no. 3.

B. G. Eichelberger, 308 N. Charles St., Baltimore, Md.

Dana, Fairy Tales, any ed.
Gilmor, Four Years in Saddle.
Randall, Jefferson.

Elm City Old Book Store, New Haven, Conn.

Alonzo and Melissa.
Hopkins, The Puritans, v. 1, 2. 1861.
Connecticut Year Book, 1892.
The Commentary, any v. Scribner.

C. P. Everitt, 219 5th Ave., N. Y.

Ford, Jefferson's Writings. Putnam.

Everitt & Francis Co., 116 E. 23d St., N. Y.

Pollock, Poems. Lippincott, 1874.
Abbotsford ed., Scott, odd v.
Life, Speeches and Public Services of Abraham Lincoln, Barrett. 1860, 1865.
Life and Times of Philip Schuyler, by Benjamin Lossing. Mason Brothers, 1860.

Julia L. Everson, 531 Guaranty, Minneapolis, Minn.

Forest Buds from Woods of Maine, by Florence Percy, 1st ed.

Harry Falkenau, 167 Madison St., Chicago, Ill.

Hartmann, Secret Symbols of the Rosicrucians.
Ten Acres Enough.
Henderson, Gardening for Profit.

H. W. Fisher & Co., 1535 Chestnut St., Phila., Pa.

Shakespeare's Comedies, il. by Abbey.

S. B. Fisher, 5 E. Court St., Springfield, Mass. [*Cash.*]

Morrison, L. A., Among the Scotch and Irish, or, a Tour in Seven Countries. D. & U., Boston, 1894.
Niles' Register, v. 51-75, incl., cheap.

Gammel Book Co., Austin, Tex.

Federal Reporter Digest and Lawyers' Reports Annotated.

Gregory's Book Store, 116 Union St., Providence, R. I.

Cooper, Game Fowl.
Todd and Bowman, Physiology.
Daily's Mag., Sept., 1879.

F. F. Hansell & Bro., Ltd., 714 Canal St., New Orleans, La.

Is this Your Son, My Love?, by Garland.
Monette's History of Mississippi Valley.

Wm. Beverley Harison, 65 E. 59th St., N. Y.

The Art of Teaching and Studying Languages, American ed. preferred.

Hyland Bros., 229 Yamhill St, Portland, Ore.

One Life, One Law, Reed.
Am. and Eng. Encyclopedia of Law, v. 28, 29, 1st ed.
Lee and Frost, Ten Years in Oregon.
Vancouver's Travels.
Missouri Harmony.

L. Indermark, 3211 Barrett St., St Louis, Mo.

Proc. Amer. Assoc. Adv. Sc., 5, 11, 13-17, 21, 24 meetings.
American Chem. Jl., Balt., 1879, no. 4; 1882, no. 4; 1884, no. 6; Gen. Index (1-10) and (11-20), 1899, 1900, 1901.

The International News Co, 83 Duane St., N. Y.

Brush and Pencil, complete set from commencement up to 1901.
Index to the Geometric Chuck, by Thos. LeC. Bayley.

E. W. Johnson, 2 E. 42d St., N. Y.

American Ornithology, Wilson and Bonaparte, 8°. Porter & Coates.
Flatland, A. Square.
New View Origin Dalton's Atomic Theory.
Practical Talks of an Astronomer.
Am. Book Prices Current, 1898, '99, 1900.
Audubon's Birds, folio, reprint, 1860.

The E. P. Judd Co., New Haven, Conn. [*Cash.*]

Carpenter's Public School Reader and Speaker, good second-hand. F. Warne & Co.

King's Old Book Store, 15 4th St., San Francisco, Cal.

Ency. Brit., v. 23-24 (Scribner); v. 10 (Peale.)
Shakespeare, v. 1 (12 v. ed.), L., B. & Co.; v. 1 (6 v. ed.), E. & L.
Bancroft's History U. S., v. 10.
Overland Monthly, v. 3, 11, 13, 14, 15.

Chas. E. Lauriat Co., 301 Washington St., Boston, Mass.

The Recent Past from a Southern Standpoint, by Richard H. Wilmer, Bishop of Alabama.
Taylor, Wm. Cooke, History of Ireland, v. 1, Harper's Family Library.
Wedding Guest, by T. S. Arthur.
Massachusetts Year Book, 1901.
Whittaker's Peerage, 1902.
Theodore Parker's Additional Speeches, Addresses and Occasional Sermons.

Leary's Book Store, 9 S. 9th St, Phila., Pa.

Hutton, On Bone Setting.
Evans, Mental Cure.

Leggat Bros., 81 Chambers St., N. Y.

Autobiography of Hector Berlioz. Macmillan.

Henry E. Legler, Milwaukee, Wis. [*Cash.*]

Bookman, Feb., 1902.
Milkanwatha.
Stevenson, v. 22, Thistle ed.
Strang, James J., any books or pamphlets by.

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W. V. Lewisson, 147 Tremont St., Boston, Mass.

Pamphlets and books relating to George Washington. I am a collector and wish to improve my collection.

The Library of Congress, Washington, D. C.

Horsford, Eben N., Discovery of the Ancient City of Norumbega. Boston, Houghton, 1890.

J. B. Lippincott Co., Washington Sq., Phila., Pa.

Two Health Seekers in Southern California, by W. A. Edwards and Beatrice Harraden. Lippincott.
Set of Keats, 3 v., cl., il. by Will H. Low. Lippincott.

Little, Brown & Co., 254 Washington St., Boston.

The Private Stable, Jorrocks. Little, Brown & Co.

B. Login, 1328 3d Ave., N. Y.

Messenger of the Sacred Heart, Dec., 1899; Jan., May, 1900; Aug., 1901; Supplement, Dec., 1901.

Joseph McDonough, 39 Columbia St., Albany, N Y

Loomis Genealogy.
Munsell Genealogy.
Daniel Webster's Works, v. 1, green cl.
Chapman's Improved American Rifle.
Hinman's Connecticut.

McLaren's Old Book Shop, 81 4th Ave., N. Y.

New York as It is in 1837. Pub. by J. Disturnell.
New York as It is in 1833, and Citizens' Advertising Directory. Pub. by J. Disturnell.
Universal Guide Through the City of New York for Citizens and Strangers. Pub. by D. Longworth about 1818.

Will pay liberal price.

S. F. McLean & Co., 44 E. 23d St., N. Y.

Strickland, Queens of Scotland, cr. 8°. Harper, 1859.
Ticknor & Fields, British Poets, 16°, hf. cf. or cl.: Byron, v. 8; Scott, v. 3; Churchill, v. 1; Chatterton, v. 1.
Sully's Memoirs of Henry IV.
Bradbury, Juvenile Choir.
Anderson, Andrew Robertson's Letters.
Wharton, Heirlooms in Miniatures.
Williamson, Book of Miniatures.
Kapp, Life of Frederick William Von Steuben. N. Y., 1859.
Smith, Old N. Y., or, Democracy in 1853.
The Last Cruise of the "Ariadne."
Simon Johnson, Dictionary. About 1774.
Documents Relative Colonial History State of N. Y., Index v.
Record and Service of Connecticut Men in War of Revolution.

John Jos. McVey, 39 N. 13th St., Phila., Pa.

Ostwald, Outlines of Chemistry. Macmillan.
Grove, Dictionary of Music, Index v., black cl.
Allen, Violin Maker Past and Present.
Bowker, Francesca da Rimini.
Dyes, Coin Encyclopedia.
Smith, A. M., Encyclopedia of Gold and Silver Coins of the World.

H. Malkan, Hanover Sq., N. Y.

Party Leaders, by Jas. W. Baldwin.
John Randolph of Roanoke, Letters to a Young Relative.
Randolph's Speeches.
The Bryan ms.

The Edw. Malley Co., New Haven, Conn.

Georgia Land and People, by Mitchell.

Masonic Book Co., P. O. Box 7, N. Y.

Natural Magic, by Cornelius Agrippa, retail $5.00.

B. & J. F. Meehan, Bath, Eng.

Dickensiana, anything uncommon.
Andre, Major, Life.
Wolf, General, Life.

Megeath Stationery Co., Omaha, Neb. [*Cash.*]

Wheeler, John Hill, Hist. Sketches of North Carolina, 1584 to 1851.
Ellcott, Journal: Determining the Boundary Between U. S. and the Possession of His Catholic Majesty.

Isaac Mendoza, 17 Ann St., N. Y. [*Cash.*]

Lossing, Field Book, v. 2.
Thompson, Long Island, v. 2.
Anything on New York City.

R. H. Merriam, Hanover Sq., N. Y.

Frith, Life of Giordano Bruno.
Set of Jesuit Relations, 71 v.
Sargent, Silva of N. A., 14 v.
Lord, Beacon Lights of History, 10 v., second-hand.

Wm. H. Miner, 133 Euclid Ave., Cleveland, O.

Bradley, His Book, last two issues.
International Studio, v. 1, no. 1.
Yellow Book, part or all.
The Dial.
Inland Printer for 1896.

H. H. Morse, 20 Monroe St., Grand Rapids, Mich.

Origin of All Religious Worship, tr. by Mons. Dupuis, second-hand. New Orleans, 1872.

Munn & Co., 361 Broadway, N. Y. [*Cash.*]

The Electro-Magnet and Electro-Magnetic Mechanism, by Thompson. Spon.

New England Methodist Book Depository, 36 Bromfield St., Boston, Mass.

John Whopper the Newsboy.
Words, Facts and Phrases, second-hand. Pub. by Lippincott.
St. Patrick and the Western Apostolic Church.
Religion of the Ancient Britons and Irish.
Antiquities, Tenets and Sufferings of Albigenses.

W. W. Nisbet, 12 S. Broadway, St. Louis, Mo.

Beowulf.
Wit and Humor, Burton.
Cyclopædia of Paintings and Painters, Champlin.
Quantitative Chemical Analysis, Rose.
Grammar of Ornament, Jones.
Any of Gayarre's works on Louisiana.
Anything on early St. Louis.

Old Corner Book Store, Springfield, Mass. [*Cash.*]

Hinman, Catalogue, pt. 6, First Puritan Settlers Colony Connecticut.
Bond, Genealogies early settlers Watertown, Mass.

E. J. O'Malley, Hanover Sq., N. Y.

Puritan Age and Rule, G. E. Ellis. L., B. & Co.
Snap Shots in the West Indies, by F. P. Garretson.
N. Y. Civil List, 1867.
Early Settlers of Kings Co., F. G. Bergen.

Daniel O'Shea, 1584 Broadway, N. Y.

De Morgan, Logic.
Kipling, Poems.

C. C. Ostrander, Islip, N. Y.

Life of Burr, by M. L. Davis.
Anything on duel between Hamilton and Burr.
Duels and Duelling, by Sabine.
Bancroft, United States, v. 8.
Hildreth, United States.

I. & M. Ottenheimer, 661 W. Baltimore St., Baltimore, Md.

Long Ago (Stage Favorites), by Lyman P. Glover.

C. C. Parker, 246 S. Broadway, Los Angeles, Cal. [*Cash.*]

Journals of Marie Bashkirtseff.
Beyond the Border, Kirk.
Poems of Knightly Adventure, Hale.

Pierce & Zahn, 633 17th St., Denver, Colo.

Civitas.
20 copies *Everybody's Magazine,* Nov., 1901.
Lombard, Observations of a Traveller.
Lombard, Observations of a Musician. Pub. in Paris, but want trans. if possible.
Humboldt, New Spain.
Chillingworth, Works, about 1600.
Good ed. of Casanova.

The Pilgrim Press, 175 Wabash Ave., Chicago, Ill.

Old Montmorency's Money.
Candlish, Book of Genesis Expounded in a Series of Discourses.
Fuller, Expository Discourses on the Book of Genesis.
Govett, On the Sermon on the Mount.
Any other books by Govett.
Swing's Truths for To-Day, 2d ser.

E. W. Porter, St. Paul, Minn.

Fables of La Fontaine, il. by Grandville; tr. by E. Wright, Jr., 8°, cl., uncut. Boston, 1841.

C. S. Pratt, 161 6th Ave., N. Y. [*Cash.*]

Philips, Chas., Speeches.
Sudermann, Magda, play.
Jones, H. A., Mrs. Dane's Defence, play.
Campbell, Recognition in Heavenly Rest.
Burrage, Anabaptists of Switzerland.

BOOKS WANTED.—Continued.

Pratt Inst. Free Library, Ryerson St., Brooklyn, N. Y.

Jewett, C. C., Smithsonian Report on the Construction of Catalogues of Libraries, 2d ed. 1853.
Jewett, C. C., Notices of Public Libraries in the U. S. of America, Smithsonian Reports. 1851.

G. P. Putnam's Sons, 27 W. 23d St., N. Y.

Benjamin, Persia. Houghton.
Michaux, M., N. A. Sylva, 5 v.

Fleming H. Revell Co., 158 5th Ave., N. Y.

Neal, History of the Puritans. Harper.
Five Years in Ireland from 1895 to 1900, by Justin McCarthy.

Geo. H. Rigby, 1113 Arch St., Phila., Pa.

Don Quixote, 4 v., Paterson ed.
Bric-a-Brac Series, white cl., any v.
Audubon, Birds and Quadrupeds.
McKenny and Hall, Indians.
Catlin, Indian Portfolio.
Muhlbach, Novels, Sub. ed.
Cooper, Sub. ed.
Irving, Sub. ed.
France, Prints illustrative of.
American State Papers, folio ed., odd v.
Dryden, 18 v. ed., modern.
Penn, Fruits of Solitude, any ed.
Lola Montez, Art of Beauty.
Waring, Sabre and Spur.

Chas. M. Roe, 177 Wabash Ave., Chicago, Ill.

The Annual Register of the Baptist Denomination in North America to the 1st of Nov., 1790.
A Treatise on the Impropriety of Open Communion or Mixed Communion Between Baptists and Paedo-Baptists in the Lord's Supper. Pub. in Lond., 1786.
The Genius of Christianity, by Chateaubriand.
Set of Stevenson's Works, Thistle ed.

Philip Roeder, 616 Locust St., St. Louis, Mo.

Famous Caverns and Grottos.
Strickland, Queens of England, 3 v., abridged by Kaufman.
Williams, Poets and Poetry of Ireland.

Rohde & Haskins, 16 Cortlandt St., N. Y.

Physiology and Artistic Singing, Howard.

J. Francis Ruggles, Bronson, Mich.

Letters of Junius, large type.
Autobiography of Helen Keller.
History of Boston, 1800 to 1825.

St. Louis News Co., 1008 Locust St., St. Louis, Mo.

Laws and Contrasts of Color, by M. E. Chevreul. Routledge & Sons.

Sanger Bros., Dallas, Tex.

Peer Gynt, by Henryk Ibsen.

John E. Scopes, 29 Tweddle Bldg., Albany, N. Y.

American Ancestry, v. 9, 10.
Wilkinson, Memoirs, v. 3 and atlas. Phila., 1816.

Scrantom, Wetmore & Co., Rochester, N. Y.

Arnot, Parables of Our Lord.
Shakespeare, Variorum ed., second-hand.
Pollard, One Syllable Old and New Test.
Auerbach, Little Barefoot, il. ed.
Stone, Life of Brant.
Reed, Library of Eloquence, 10 v.
Beach, Students Cyclopedia, 2 v., with questions for home study.

Charles Scribner's Sons, 153 5th Ave., N. Y.

Tabb's Poems, 1st ed., Dec., 1894.
Tabb's Lyrics, 1st ed., Mar., 1897.
Century Atlas, 1899 ed. or later.
Green, W. S., Among Selkirk Glaciers. Macmillan.
Orton, Andes and the Amazon. Harper.

Shepard Book Co., 272 S. State St., Salt Lake City, U.

Amer. Book Prices Current, 1895, 1897, 1898, 1899, and 1900.
American Catalogue, Author and Title, 1884-1890.
American Catalogue, Author and Title, 1890-1895.
American Catalogue, Author and Title, 1895-1900.
Sage, Rocky Mountain Life.
Flint, Personal Nar. of Pattie.
Palmer, Journal of Travel Over Rocky Mountains.
Hobbs, Wild Life in the Far West.
Washburne, Rems. of the Indians.
Wislicenus Ausflug Nach Felsengebirge in Jahre 1836.

Shepard Book Co.—*Continued.*

Wyeth, Short Hist. of Long Journey.
Beadle & Co., Life and Times of Christopher Carson.
Brackenbridge, Voyage Up the Mo. River.
Wetmore, Gazetteer of Mo., state date.
Holcomb, Hist. of Vernon Co., Mo., v. 2.
Archæologia Americana.
Baudelaire, On Indians, etc., set.

John Skinner, 44 N. Pearl St., Albany, N. Y.

A Youth's History of the Great Civil War, 12°. N. Y., Van Evrie, Horton & Co., 1866.
Simms, Trappers of N. Y.
Simms, Frontiersmen of N. Y.

George D. Smith, 49 New St., N. Y.

Biblia Innocentum. Kelmscott Press.
Order of Chivalry. Kelmscott Press.
Glittering Plain. Kelmscott Press, 1894.
Jason. Kelmscott Press.
Earthly Paradise. Kelmscott Press.
Sigurd. Kelmscott Press.
Love is Eno'. Kelmscott Press.
Aims of the Press. Kelmscott Press.

Smith Bros., 12th and Washington Sts., Oakland, Cal.

Dragon of Wantley, Owen Wister.

A. H. Smythe, 43 S. High St., Columbus, O.

Fair Maid of Perth, of 50 v. Ticknor ed.

Speyer & Peters, Berlin, N. W. F., Germany.

Annales de Chimie et de Physique.
Annales de l'Institut Pasteur.
Annales d'Oculistique.
Archiv. f. mikrosk. Anatomie.
Archiv. f. Ohrenheilkunde.
Archives of Laryngology.
Archives of Pediatrics.
Bruns' Beitraege z. Klin. Chirurgie.
Brain.
Neurologisches Centralblatt.
Engineering, v. 1.
Maly's Jahresbericht d. Thierchemie.
Journal of Anatomy and Physiology.
Journal of the American Chem. Society.
Journal of Genito-Urin. Diseases.
Revue de Chirurgie.
Please offer sets, single vols., even single nos.

P. Stammer, 123 4th Ave., N. Y.

O'Callaghan, History of New Netherlands, v. 2.
Tuckerman, Life of Stuyvesant.
Wilson, Grant, Memorial History of New York, v. 1.

C. R. Stearns, Lancaster, Fairfield Co., O.

Complete Sermon Bible.

E. Steiger & Co., 25 Park Place, N. Y.

Koehler, Catalogue of Etchings by Ch. Storm v. Gravesende.
Treatise on Marriage and Divorce. 1887.
Bush, Mesmer and Swedenborg. 1847.
Kane, Arctic Explorations, the Second Grinnell Expedition, 2 v. 1856.
Riker, History of Harlem and Annals of Newton.
American Anthropologist, 1888 to 1898, complete or odd v.

Strawbridge & Clothier, Market St., Phila., Pa.

London *Review of Reviews*, Dec., 1892.
Mademoiselle Miss, Henry Harland.

Syndicate Trading Co., 2 Walker St., N. Y.

Life of General Francis Marion, by Weems.
Lanfrey, Napoleon, 4 v., cl.

Thos. J. Taylor, Taunton, Mass.

Bayreuther Taschen-Kalendar. Pub. by Wagner Soc., London, in 1888.
Topsfield (Mass.) Historical Soc. Collections, v. 1, 2.

H. H. Timby, Conneaut, O.

Ross, Hist. of Landholding among the Germans.
Abrams, Siege of Vicksburg.

C. L. Traver, Trenton, N. J.

Autograph of Joseph Bonaparte.
Anything by J. Esten Cooke.
Wilkinson, Memoirs, v. 1.

A. Twietmeyer, Leipzig, Germany.

Terrestrial Magnetism, v. 1 to 5.
Corbin, American at Oxford.
Brough Smith, Aborigines in Victoria, 2 v. Melbourne, 1878.
Adams, History of the U. S. A., 9 v.

BOOKS WANTED.—Continued.

A. Twietmeyer.—*Continued.*

Albany Law Journal, v. 54 to 60.
Journal of Morphology, v. 3 to 12.
Journal of the Amer. Chem. Soc., v. 1 to 20.
Modern Language Notes, v. 1 to 12.
Philosophical Review, v. 1 to 8.

H. D. Utley, New London, Conn.

Acting and the Art of Acting, Henry Holt & Co.

Henry K. Van Siclen, 413 W. 22d St., N. Y.

American Wit and Humor, by Mark Twain.

T. B. Ventres, 597 Fulton St., Brooklyn, N. Y.

Headley, Sacred Mountains. Pub. by Scribner.

John Wanamaker, N. Y.

Think the Best Thoughts.
The Private Stable, by Jorrocks.
Lays of a Wandering Minstrel, Anne Virginia Culbertson.
Books and How to Read Them, Van Dyke.
White Wampum, by Pauline Johnson.
Lady Lee's Widowhood. Pub. by Harper.

John Wanamaker, Phila., Pa.

Miner's History of Wyoming.
Grant, Memoirs, v. 2, good condition.

W. H. Whitcomb, Northampton, Mass.

Hawthorne's First Diary, with an account of its discovery and loss. Houghton, M. & Co., 1897.
Any of Conrad's Sea Stories: Typhoon and The Nigger of The Narcissus, and any others.

F. C. Williams, E. Washington Sq., Phila., Pa.

Anecdotes of General U. S. Grant, by J. L. Ringwalt, pap. or cl.

John H. Wilson, Rome, N. Y.

He Knew He Was Right, by Trollope.

W. H. Wood & Co., 8 E. Main St., Springfield, O.

Infelicia, by Ada Isaacs Menken.
Lady Byron Vindicated.
Howe's Hist. Collections of Ohio, 1 v. ed.
Hearth and Home, Apr., 1901.

Woodward & Lothrop, Washington, D. C.

Farrow, Military Encyclopædia.
Great Cavalrymen of the First Empire.
Bigelow, Life of Fremont.

BOOKS FOR SALE.

Dodge Stationery Co., 123 Grant Ave., San Francisco, Cal.

American Catalogue, 1884-1895, 4 v., bound in black cl. Complete, $35.00.

Iowa College Library, Grinnell, Ia.

Johnson's Universal Cyclopædia, 1896, 8 v., hf. mor. $18.00.
American Dictionary and Cyclopædia, N. Y., 1900, 16 v. Make offer.

Leggat Bros., 81 Chambers St., N. Y.

Appleton's Universal Encyclopedia, 12 v., hf. leath., new. $50.00.
Britannica, Somerville, Allen, Werner, Scribner eds. Send for prices.
Balzac, 53 v., buckram, pap. label. $53.00.
Balzac, 32 v., hf. mor. $40.00.
Bacon's Works, 15 v. $10.00.
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